

FIG. 1A

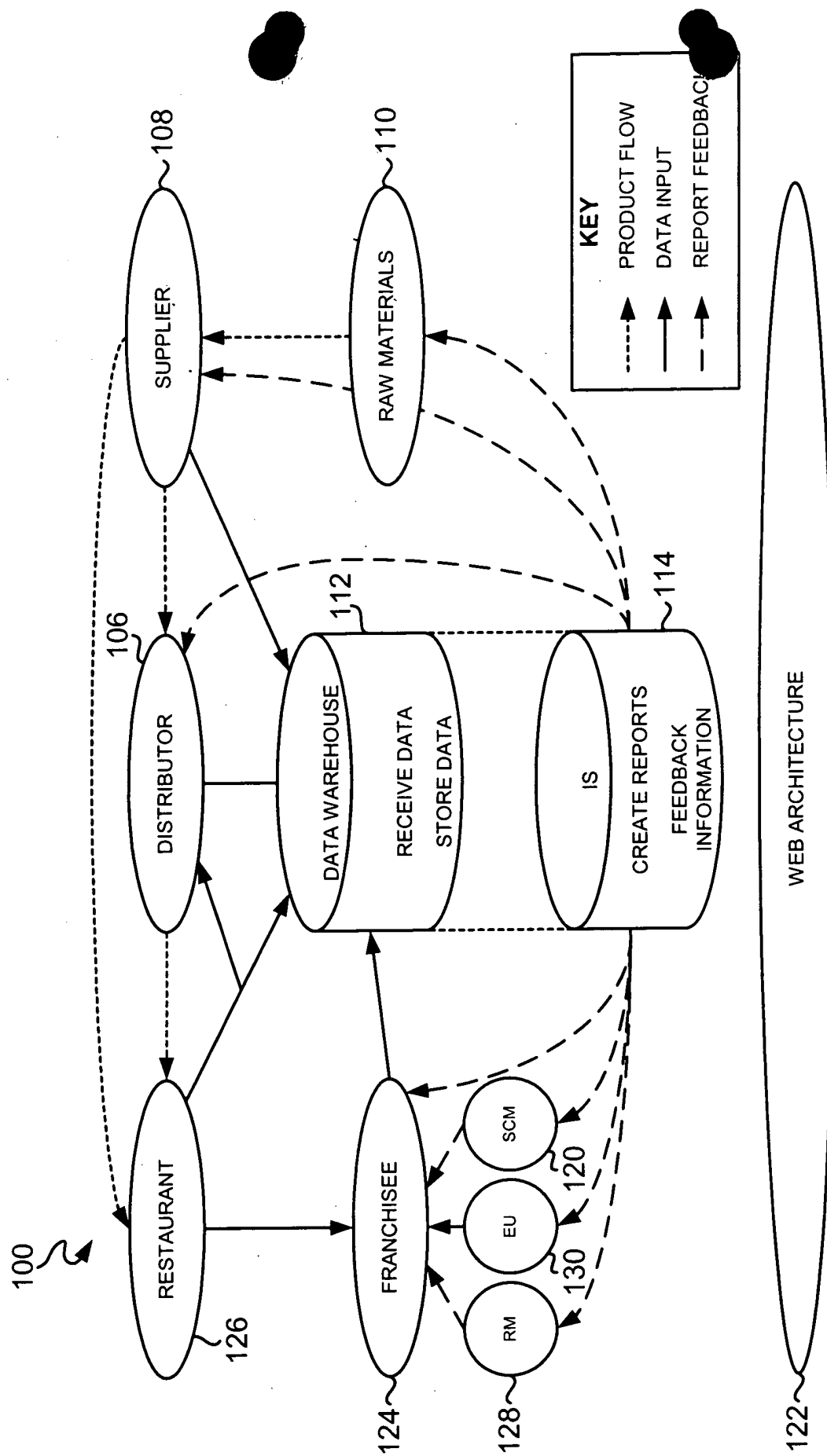
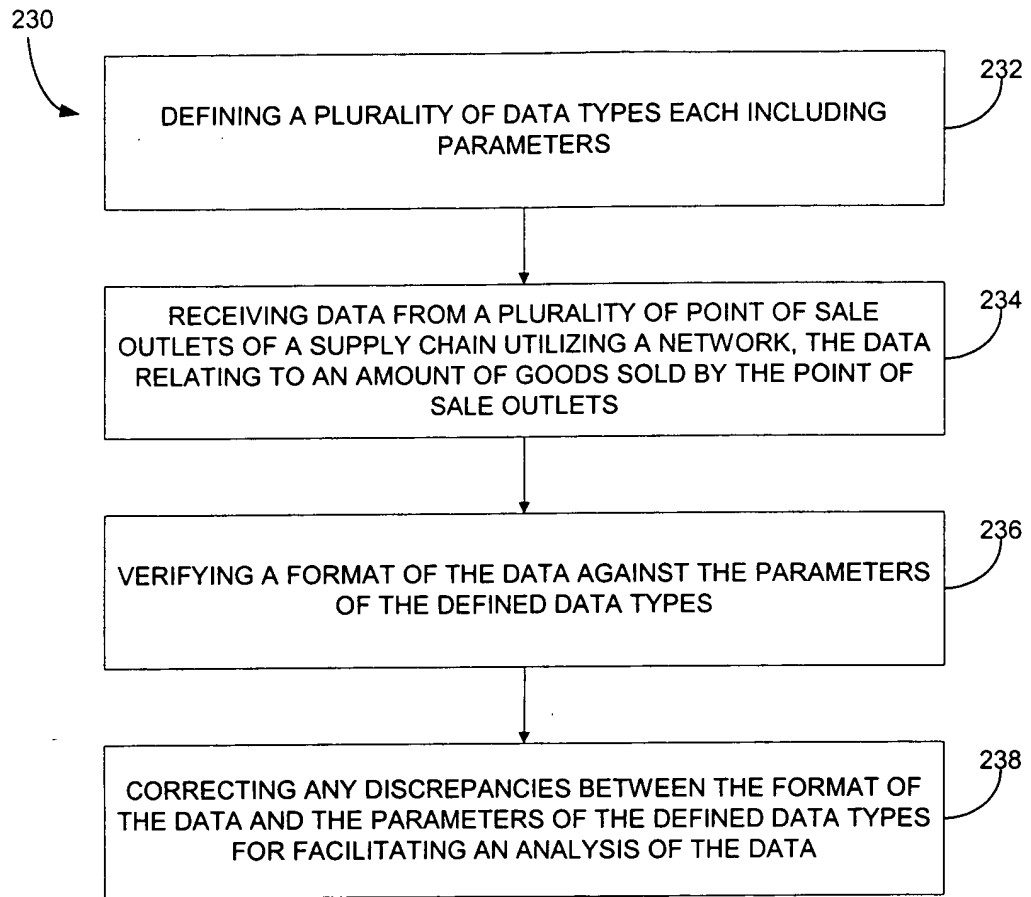


FIG. 2



**FIG. 2**

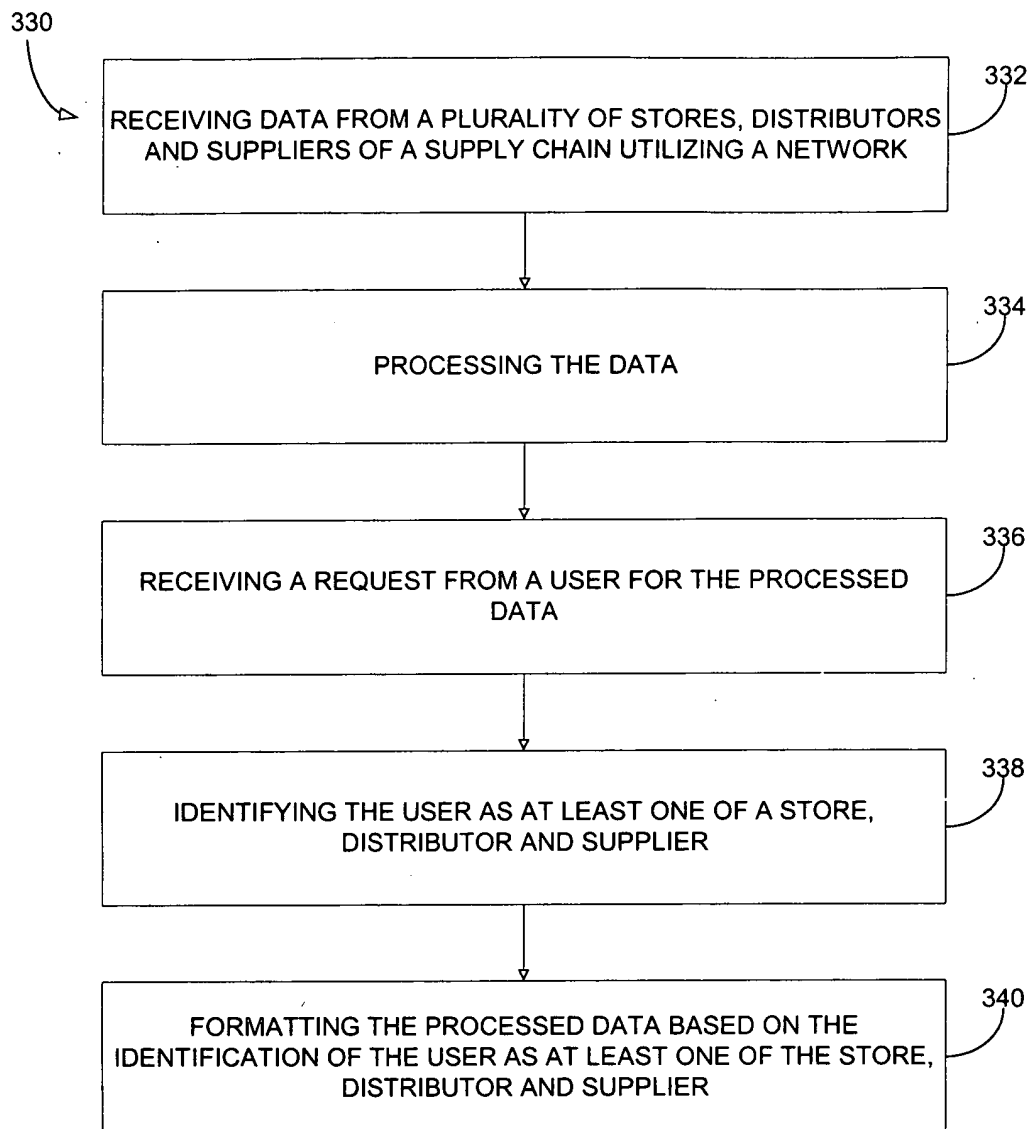


FIG. 3



FIG. 4

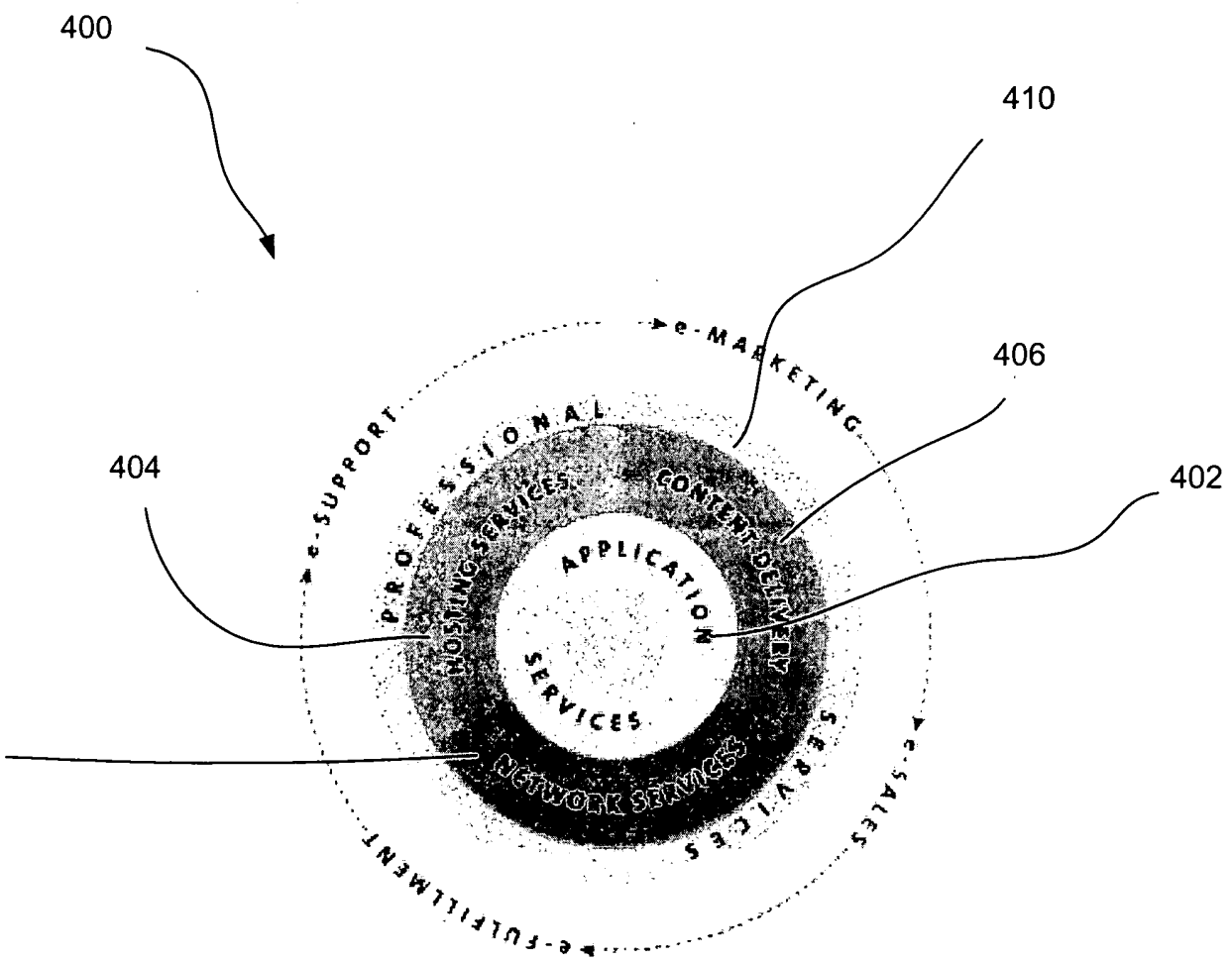


Fig. 4

```
graph TD; 530 --> 532[RECEIVING DATA FROM A PLURALITY OF RESTAURANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE RESTAURANTS]; 532 --> 534[GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING A PLURALITY OF GOODS]; 534 --> 536[TRANSMITTING THE ELECTRONIC ORDER FORM TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK]; 536 --> 538[TRACKING INFORMATION RELATING TO AT LEAST ONE OF SAID STEPS FOR MANAGING THE SUPPLY CHAIN BY THE RESTAURANT];
```

530

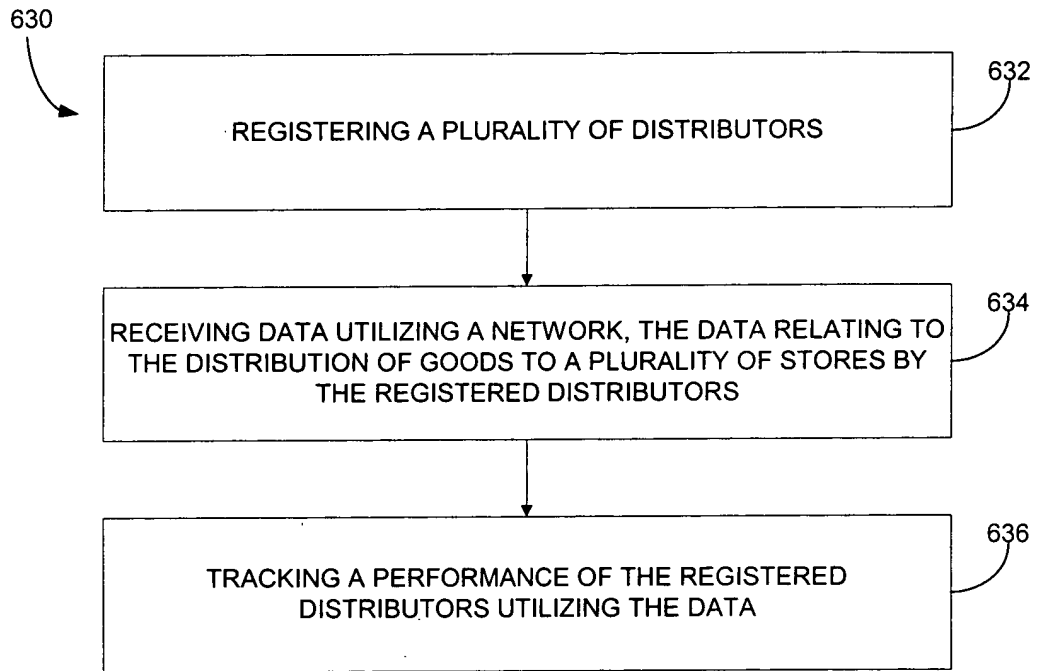
532 RECEIVING DATA FROM A PLURALITY OF RESTAURANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE RESTAURANTS

534 GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING A PLURALITY OF GOODS

536 TRANSMITTING THE ELECTRONIC ORDER FORM TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

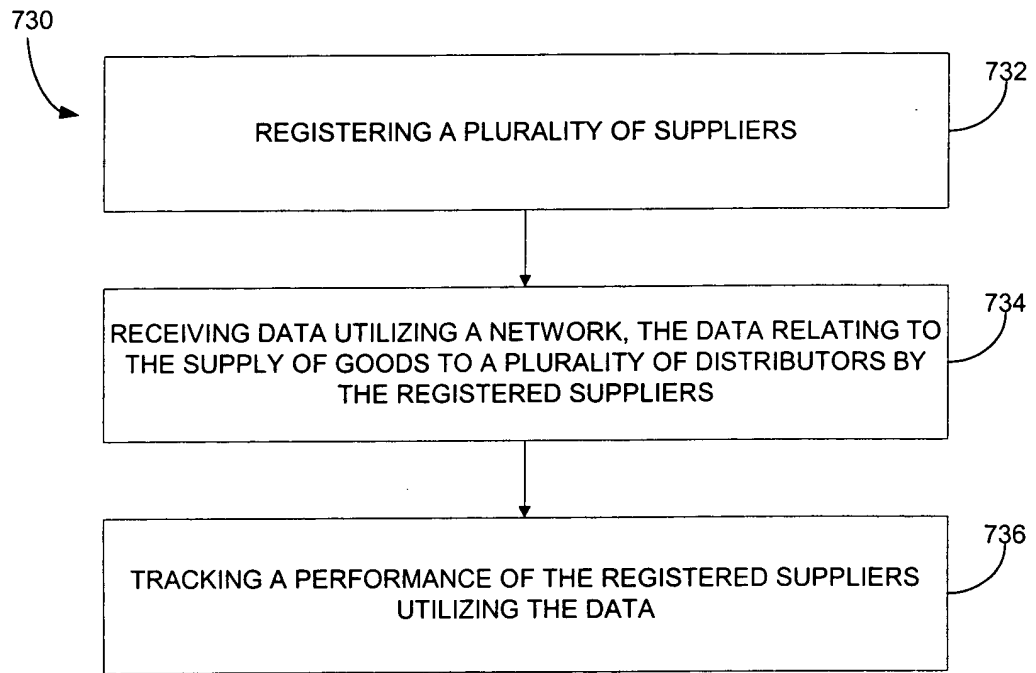
538 TRACKING INFORMATION RELATING TO AT LEAST ONE OF SAID STEPS FOR MANAGING THE SUPPLY CHAIN BY THE RESTAURANT

**FIG. 5**



**FIG. 6**

102220 68531350



**FIG. 7**

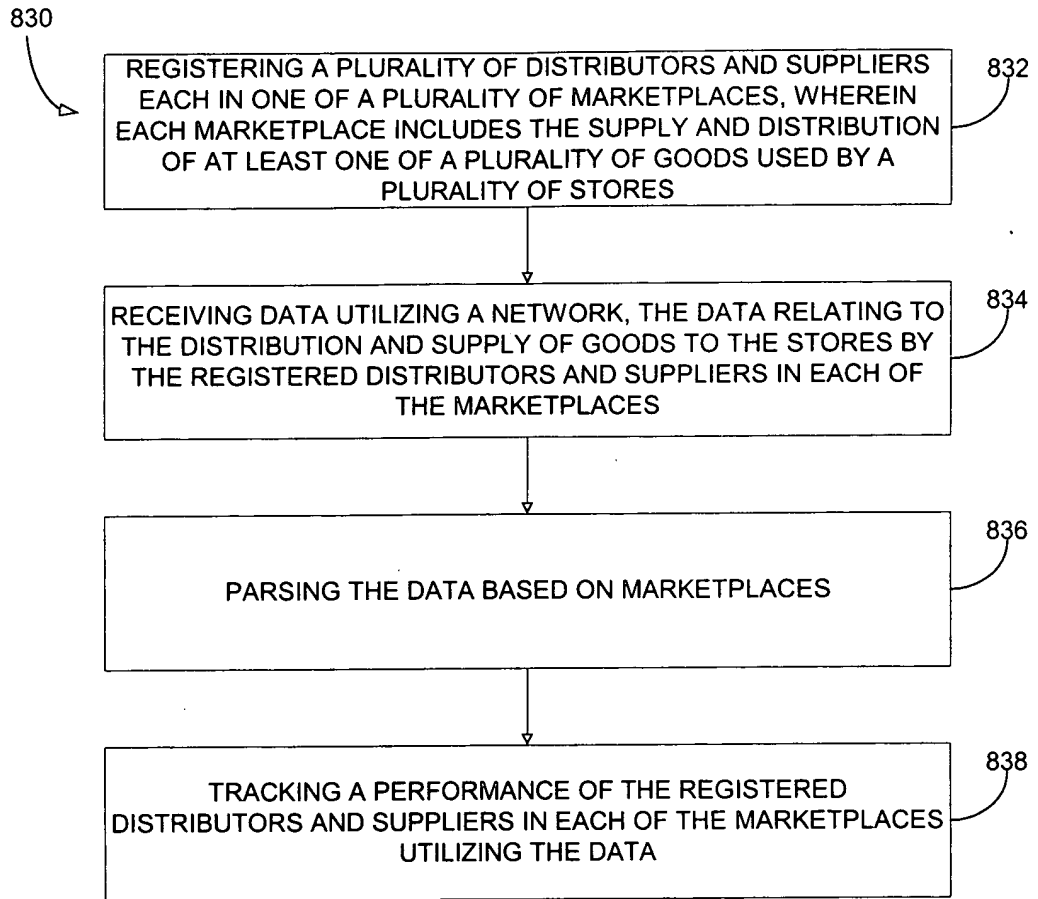
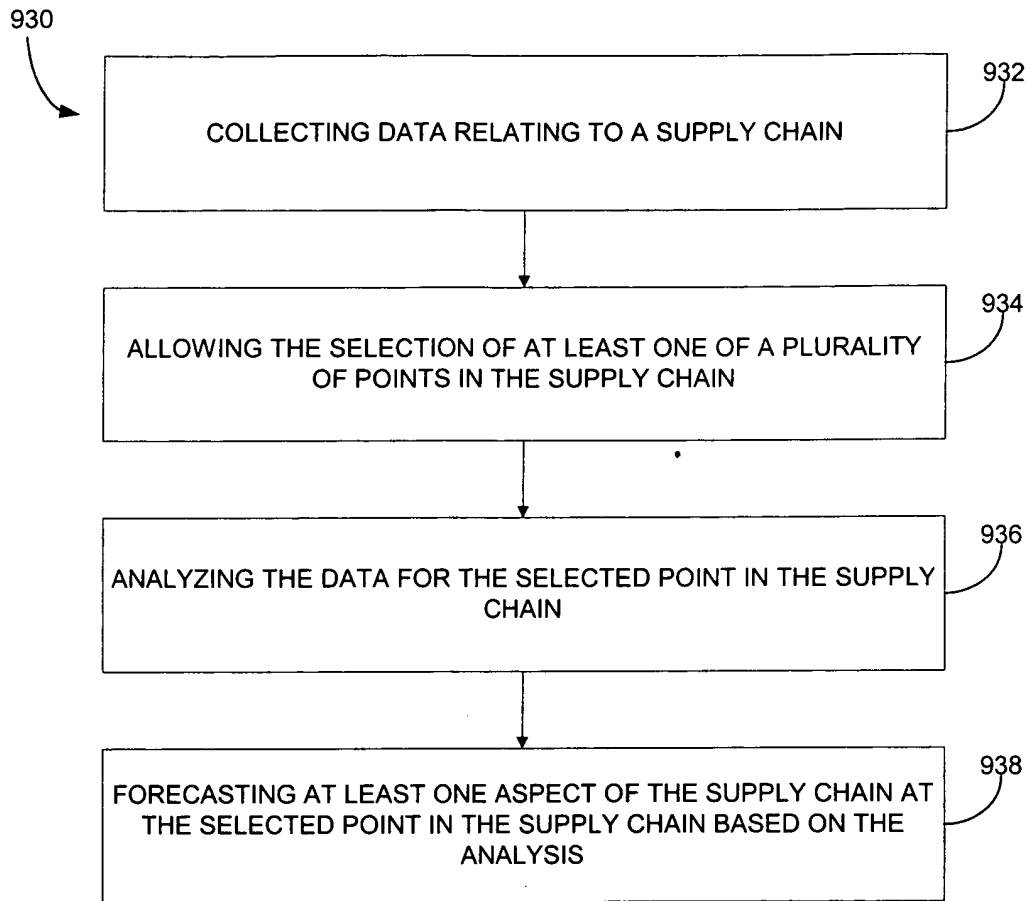


FIG. 8



**FIG. 9**

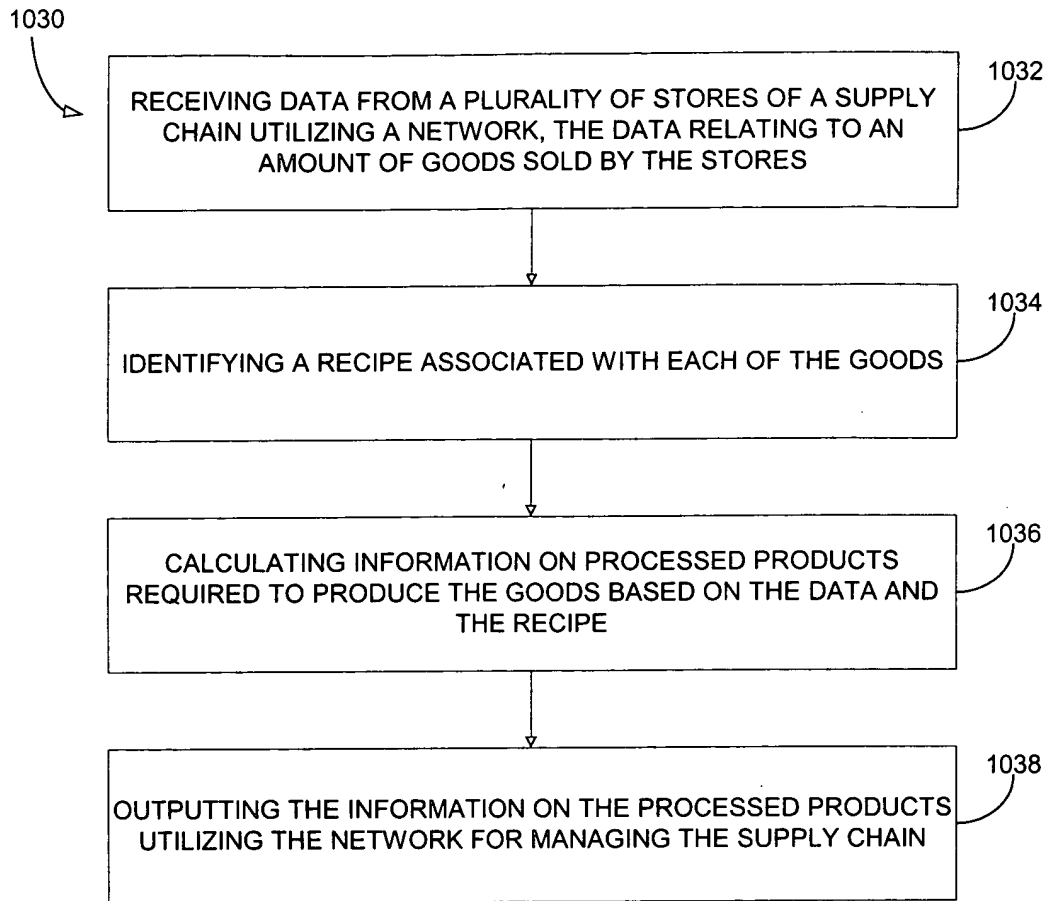


FIG. 10

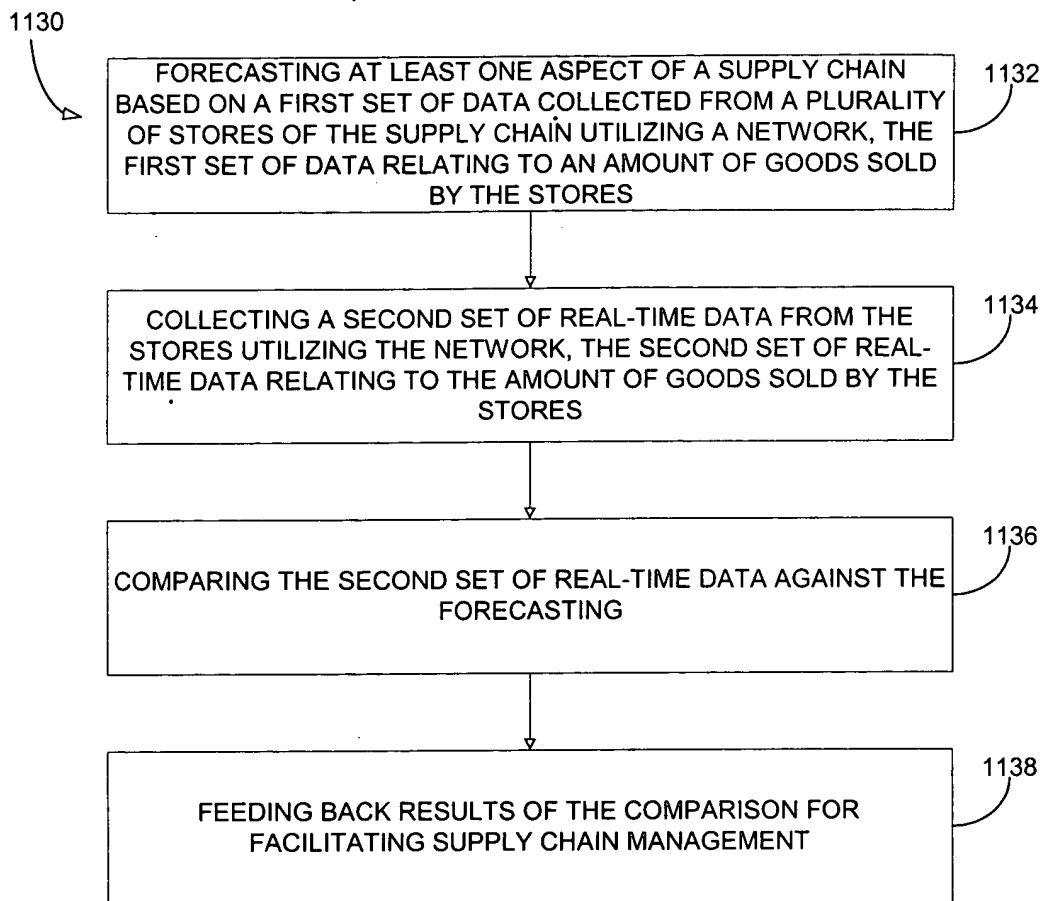


FIG. 11



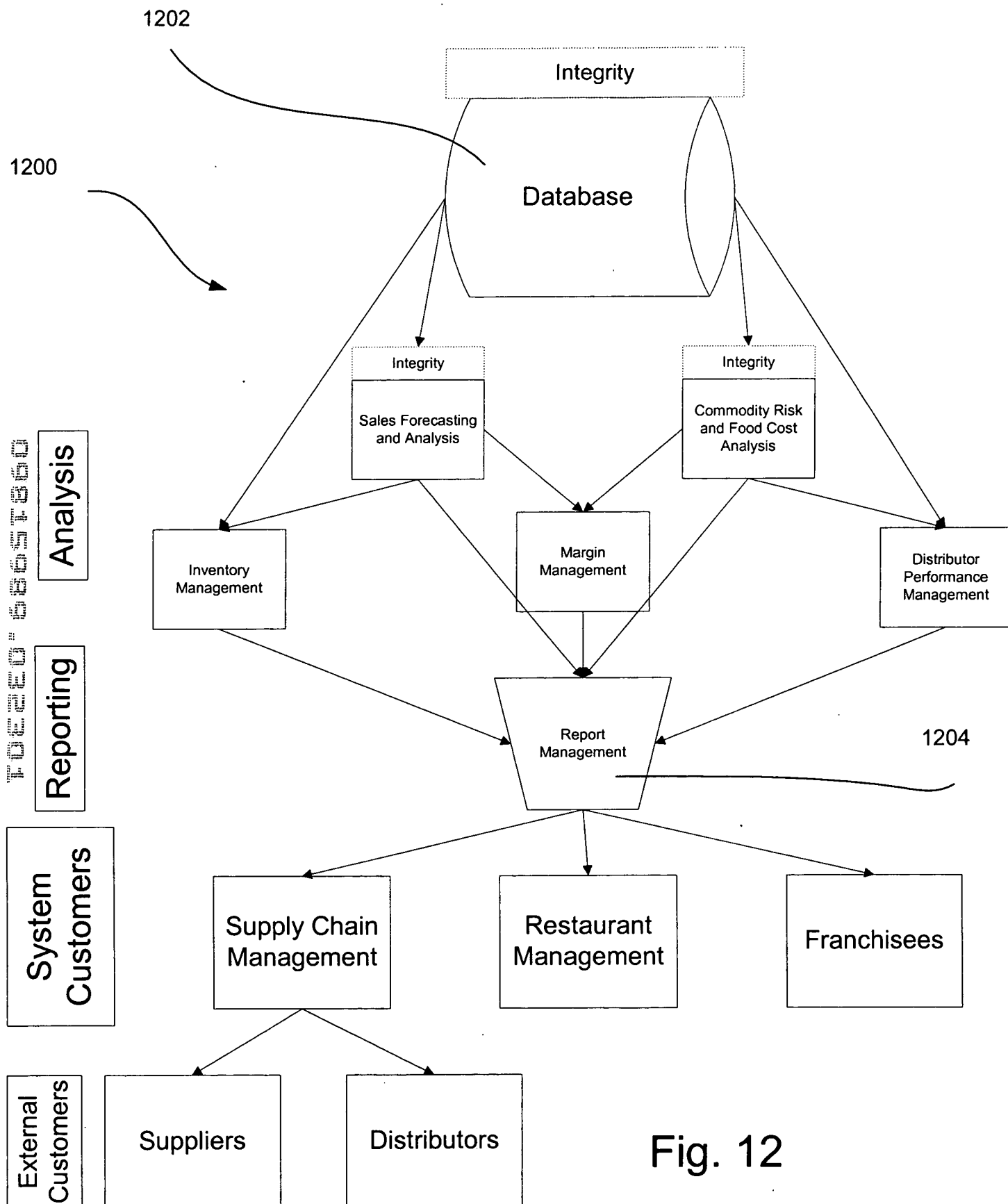
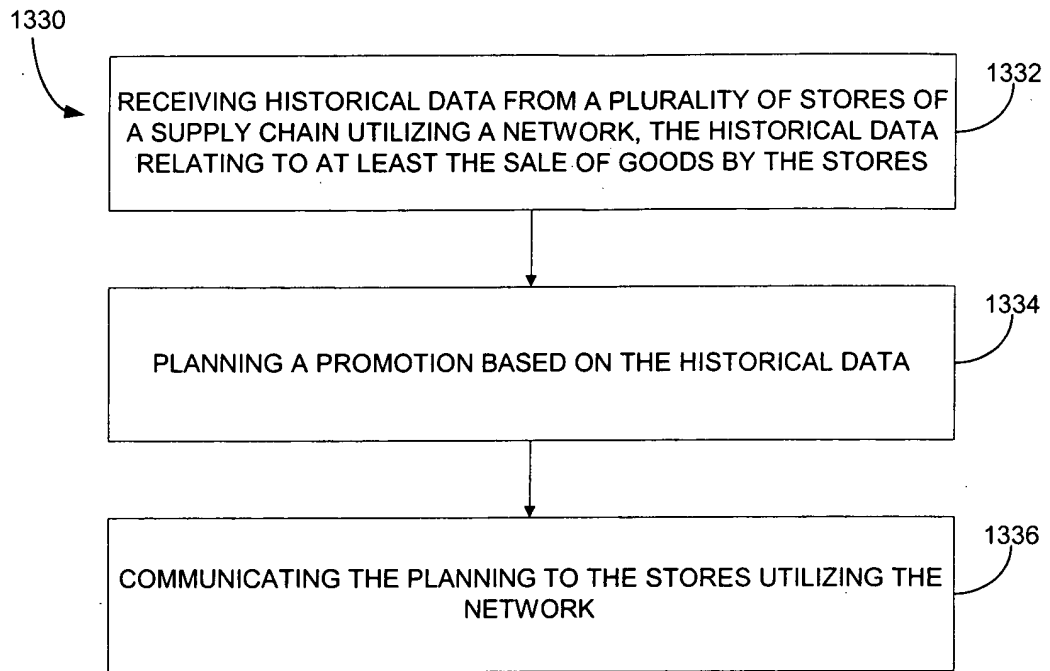
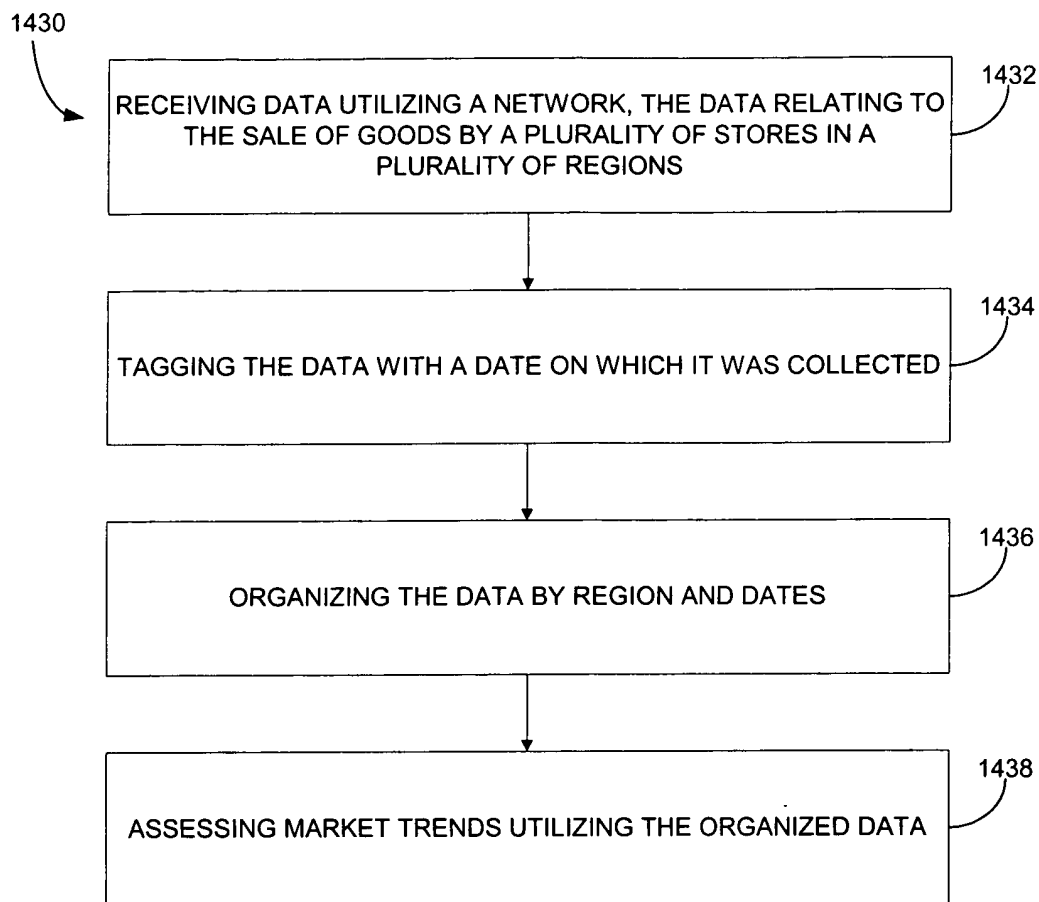


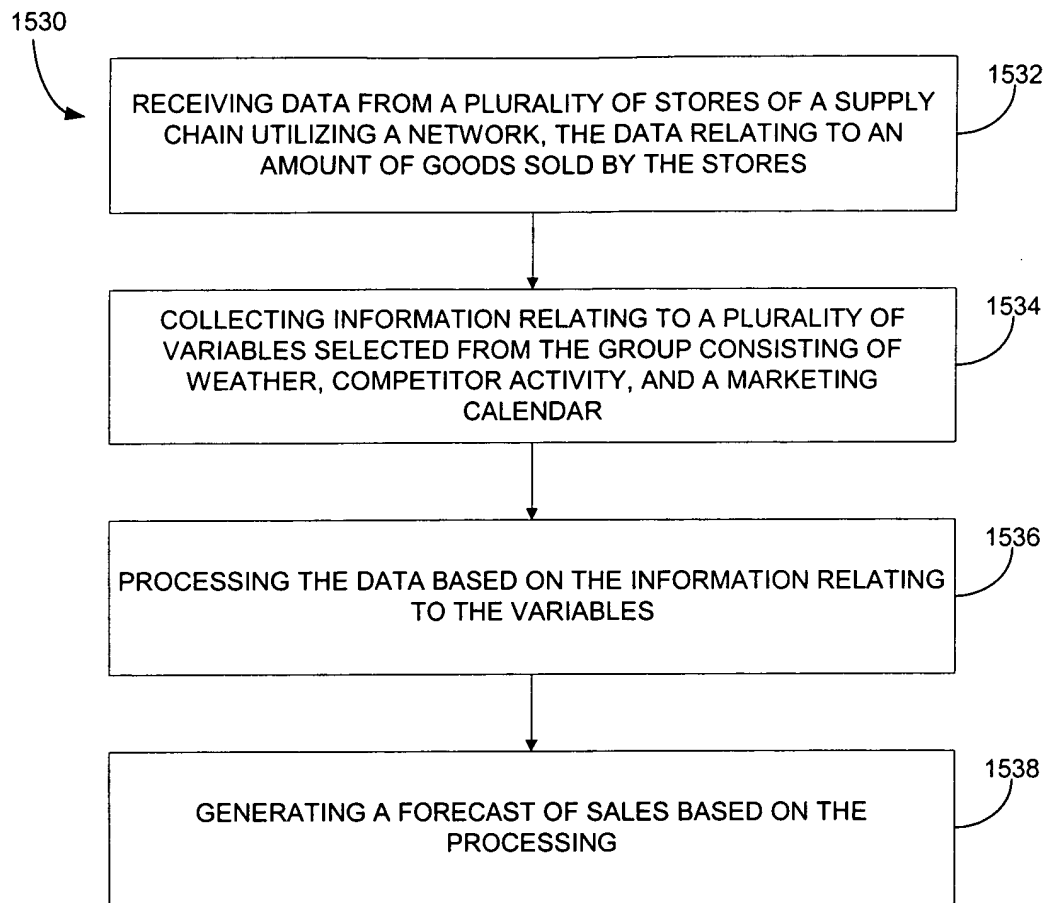
Fig. 12



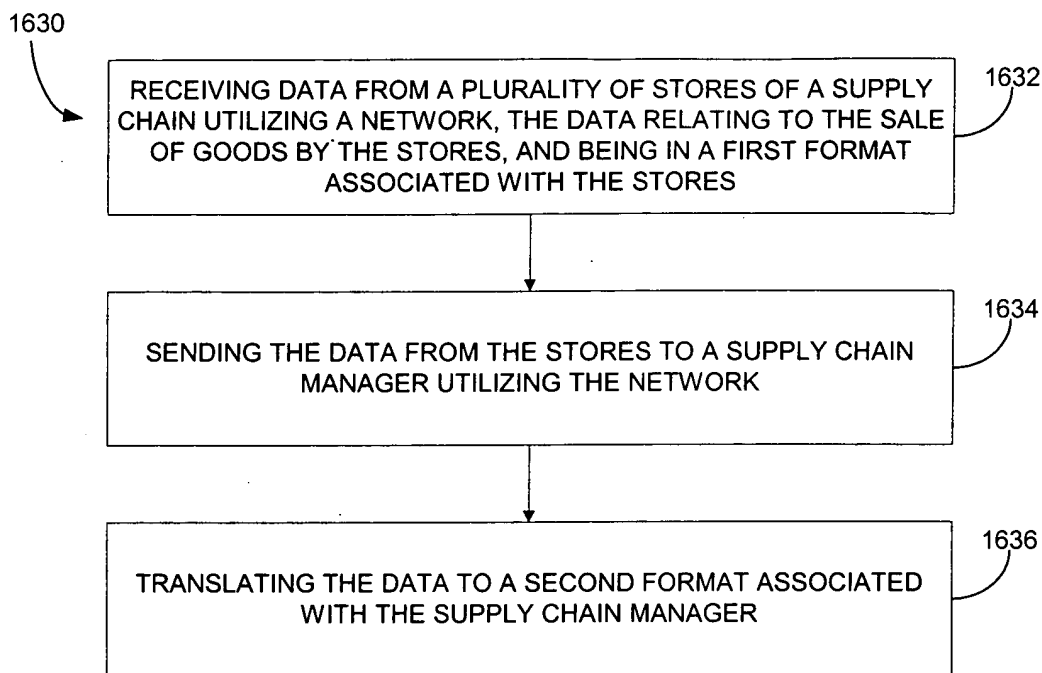
**FIG. 13**



**FIG. 14**



**FIG. 15**



**FIG. 16**

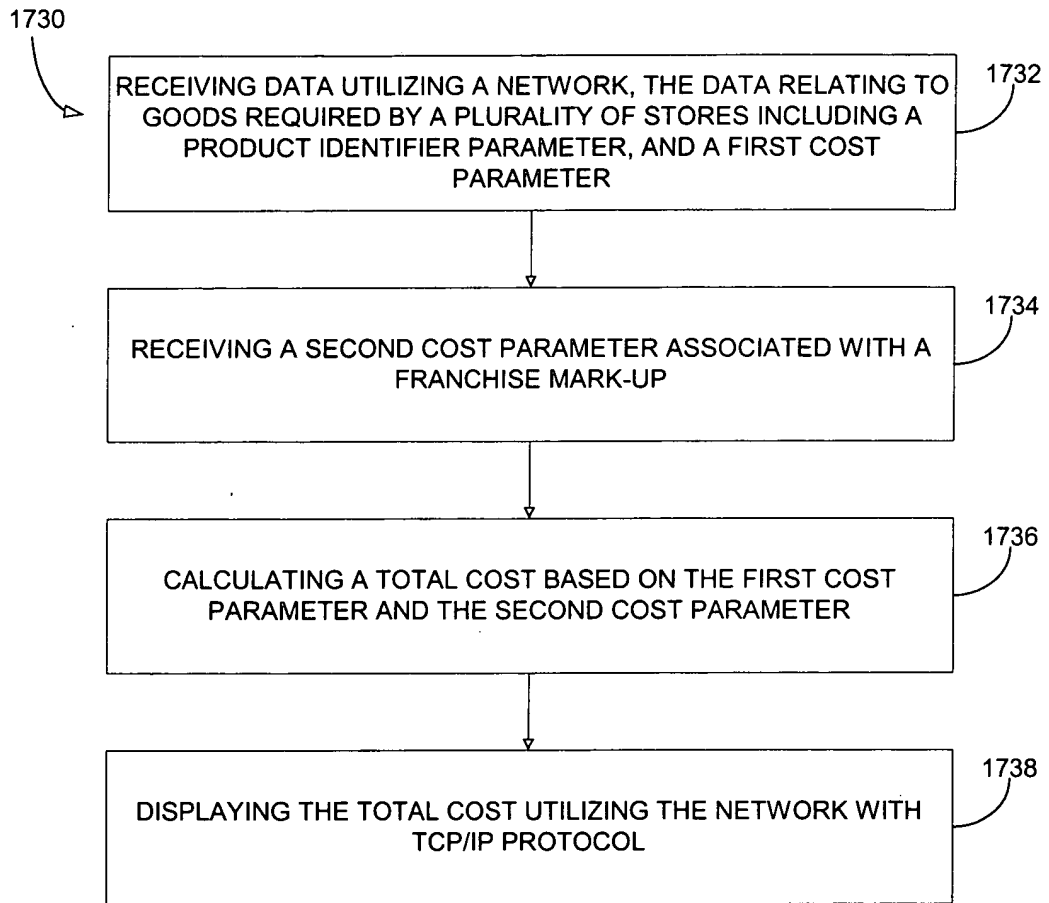
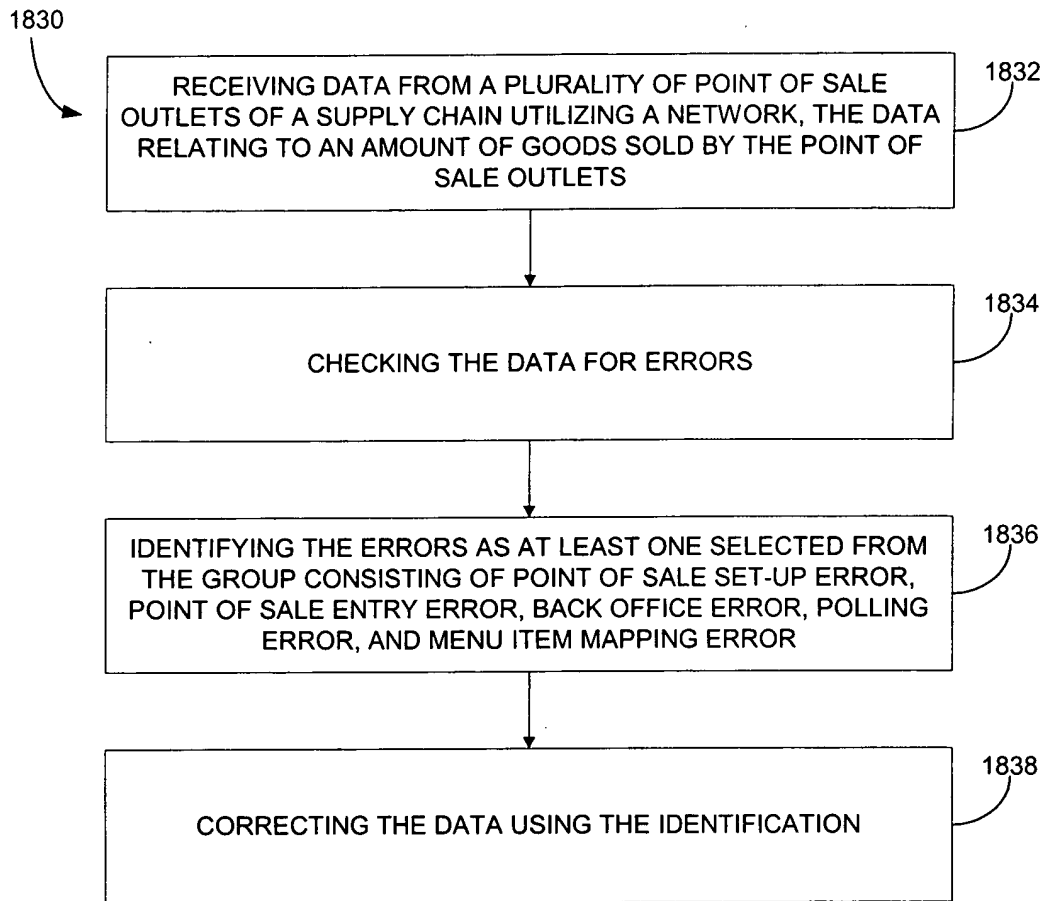
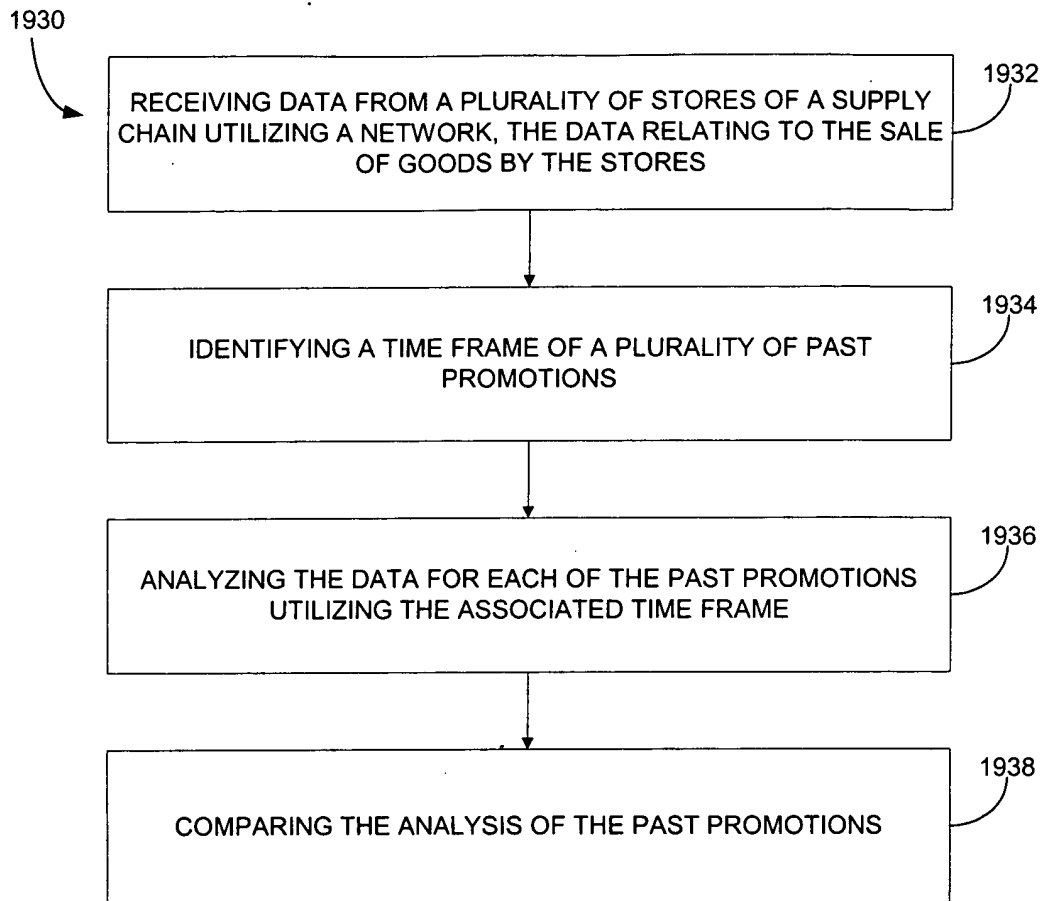


FIG. 17



**FIG. 18**



**FIG. 19**



FOCUS: 63651860

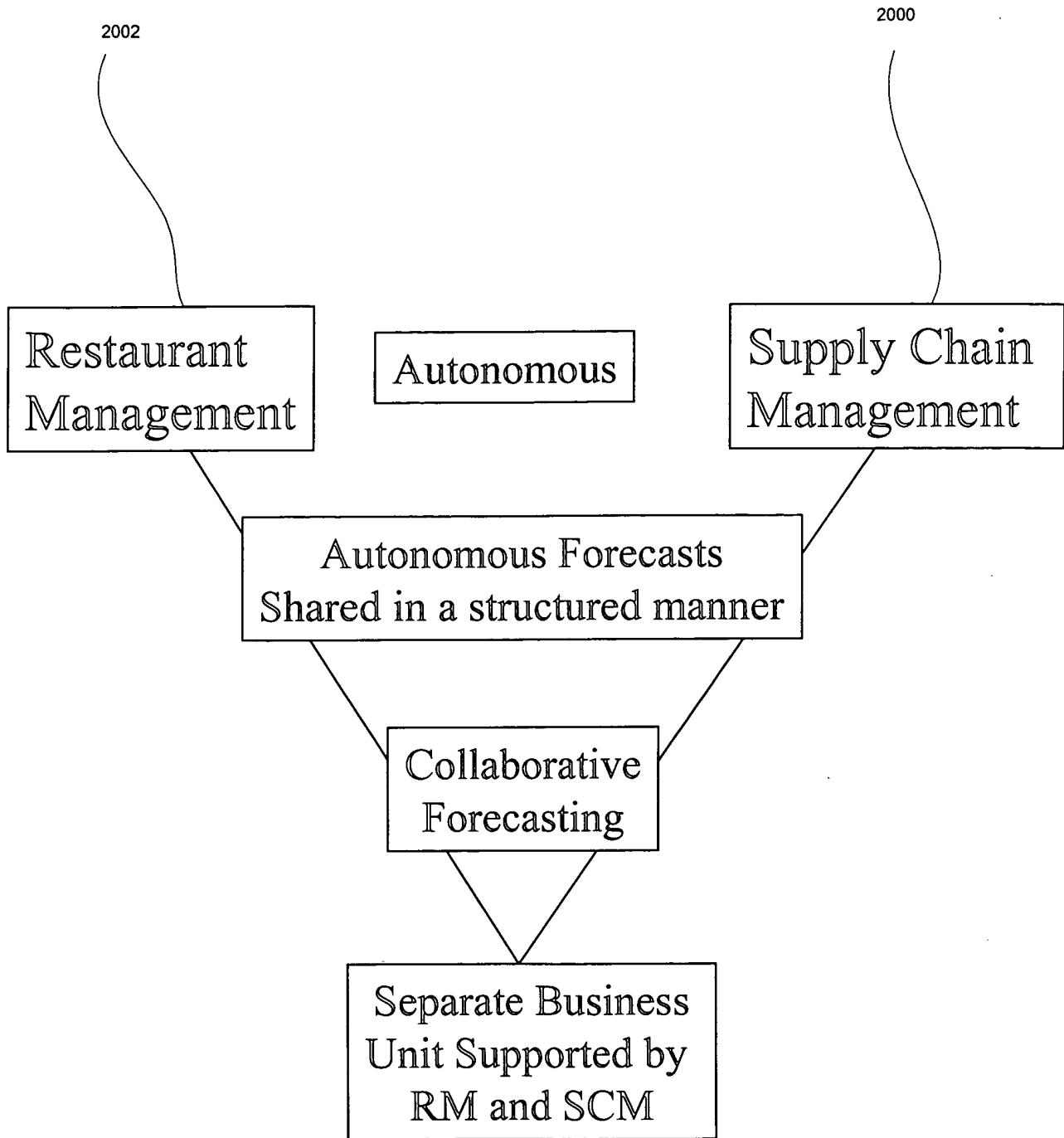
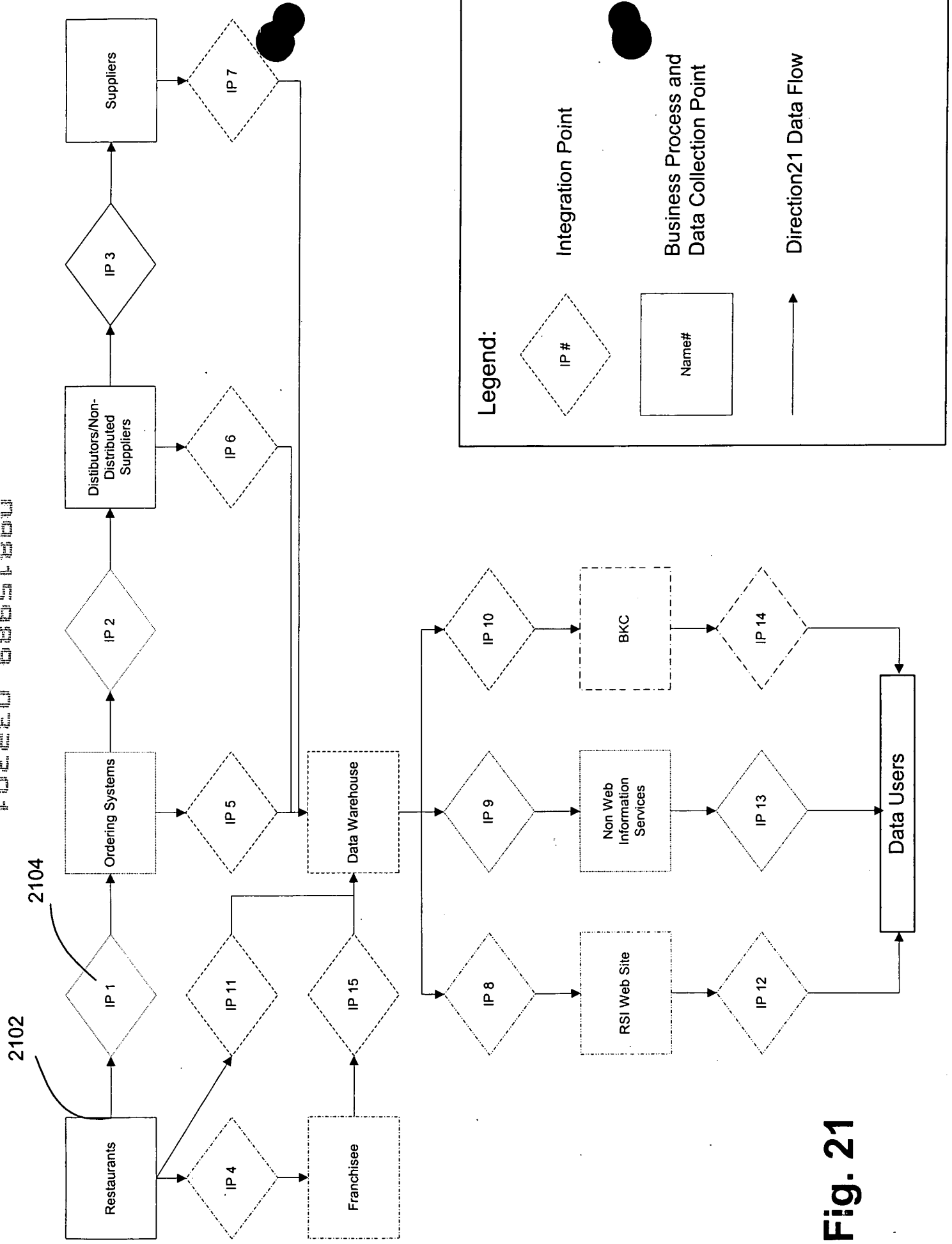


Fig. 20



**Fig. 21**

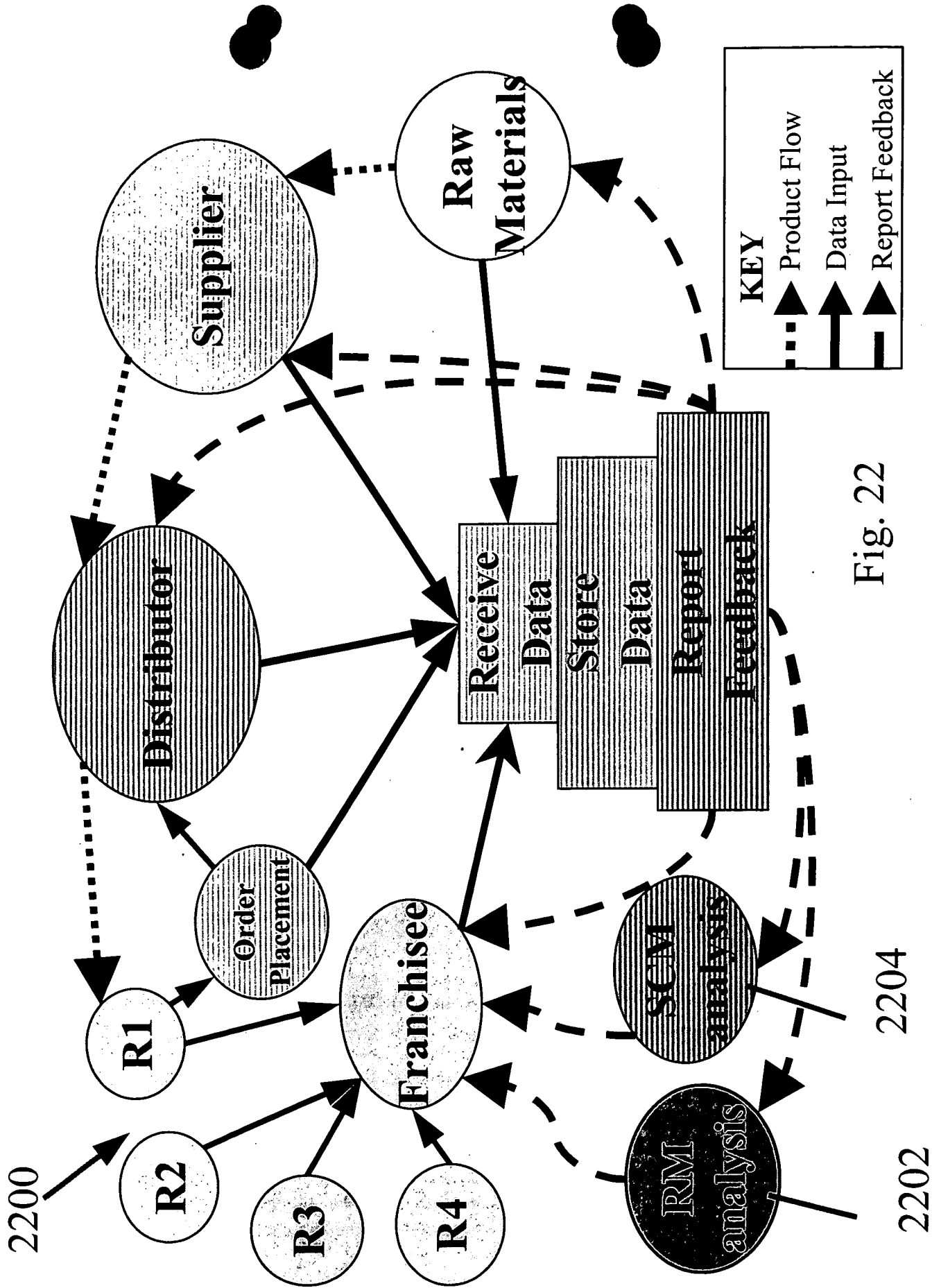


Fig. 22

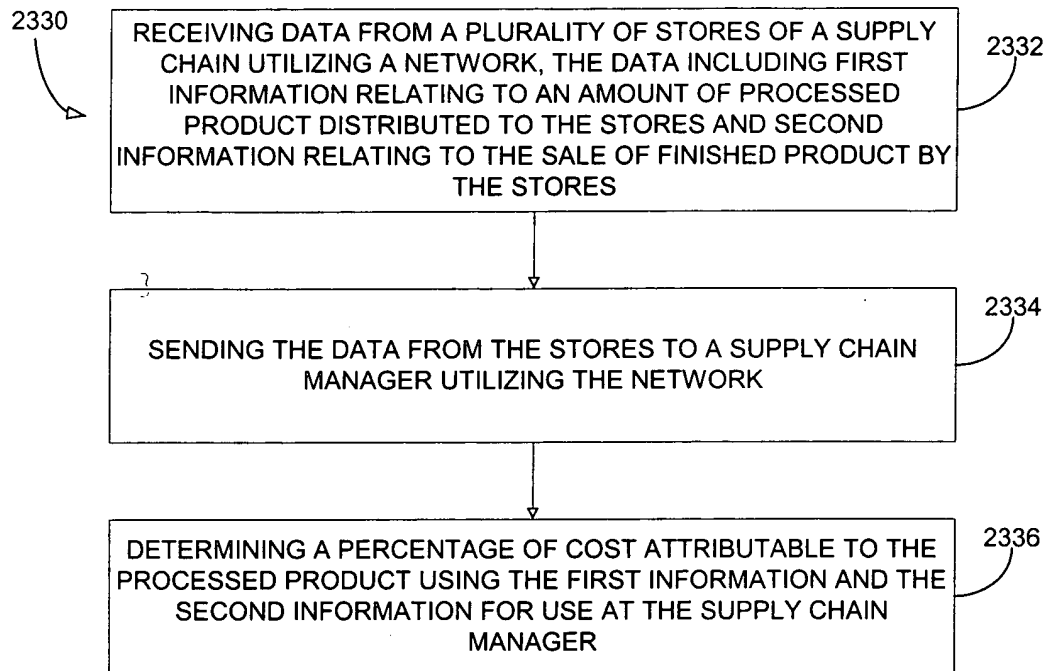


FIG. 23

FIG. 24

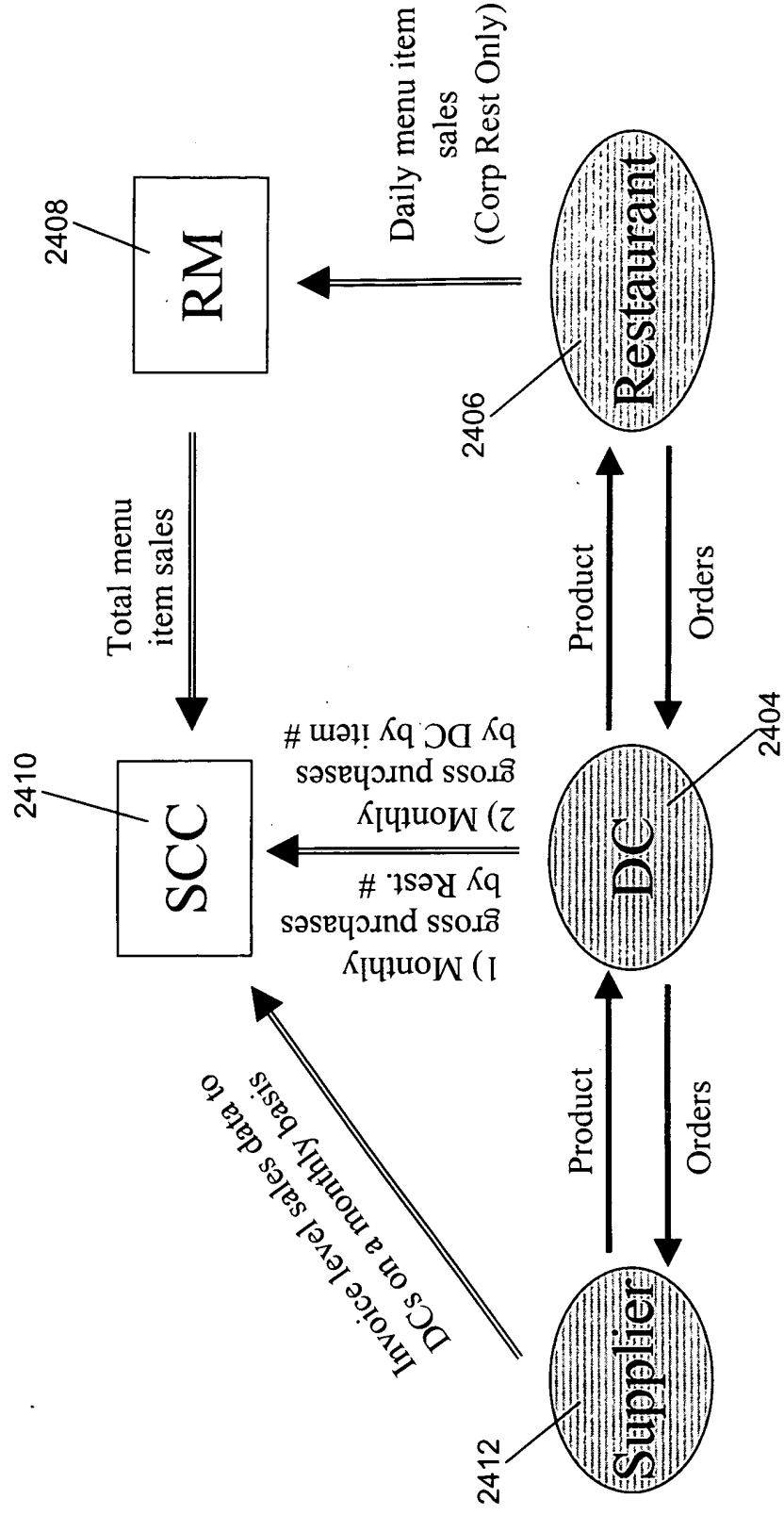
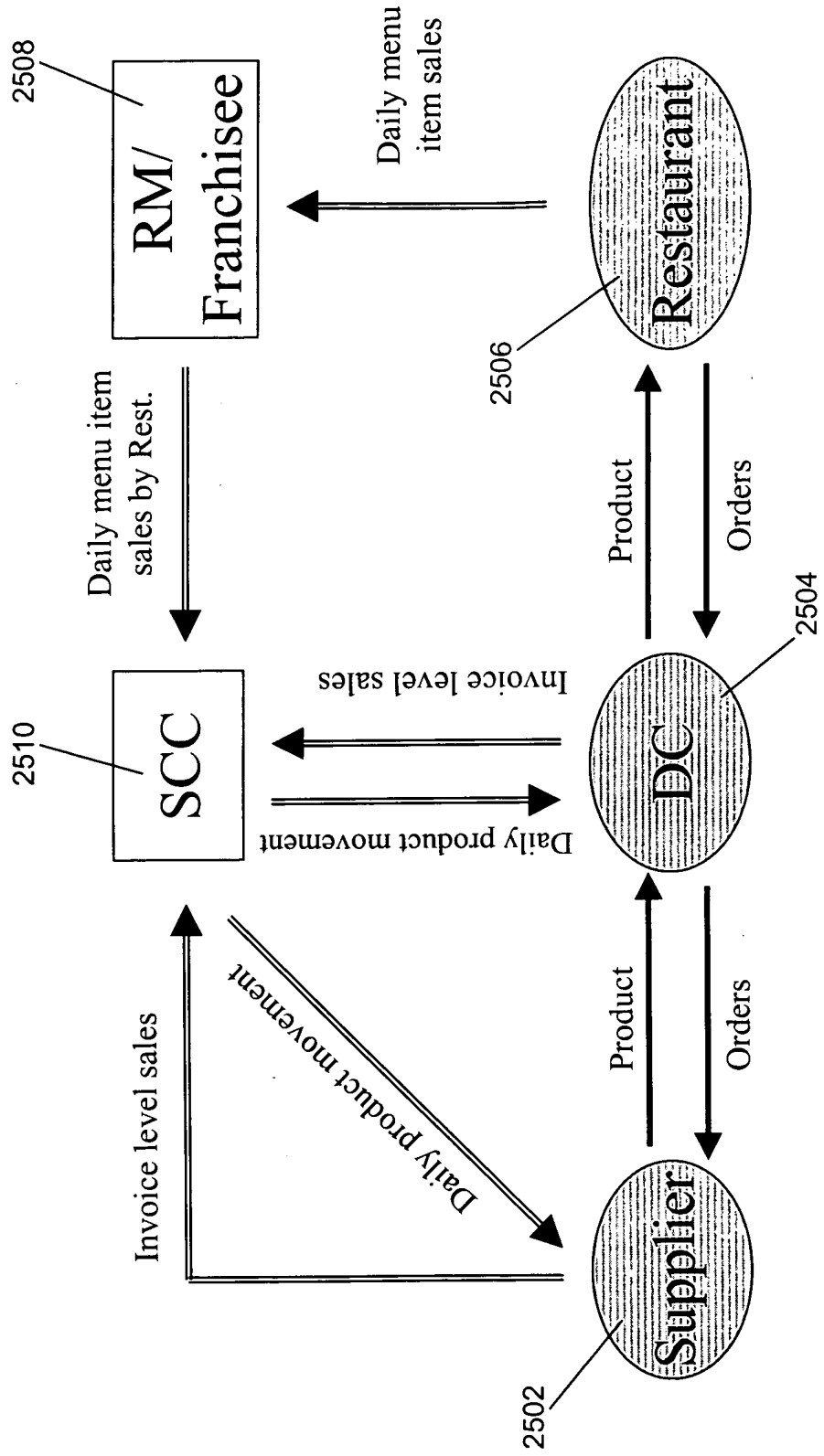


FIG. 25









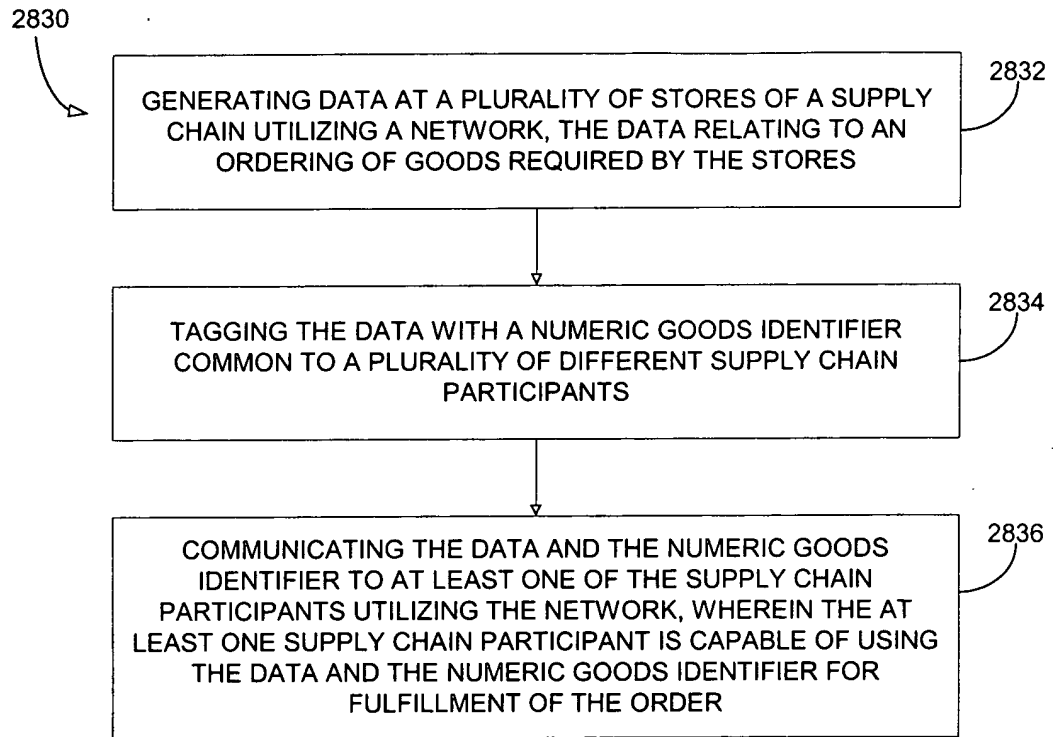
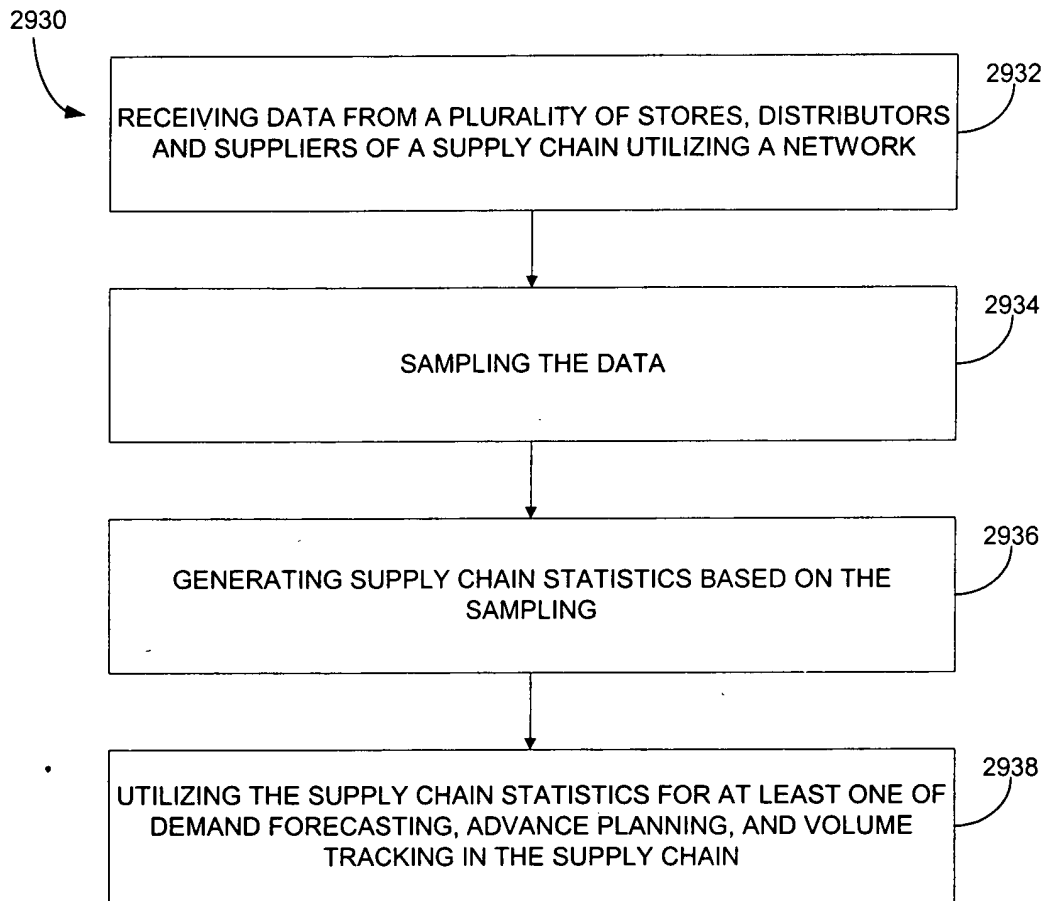


FIG. 28



**FIG. 29**

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:		Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154		68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%		0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

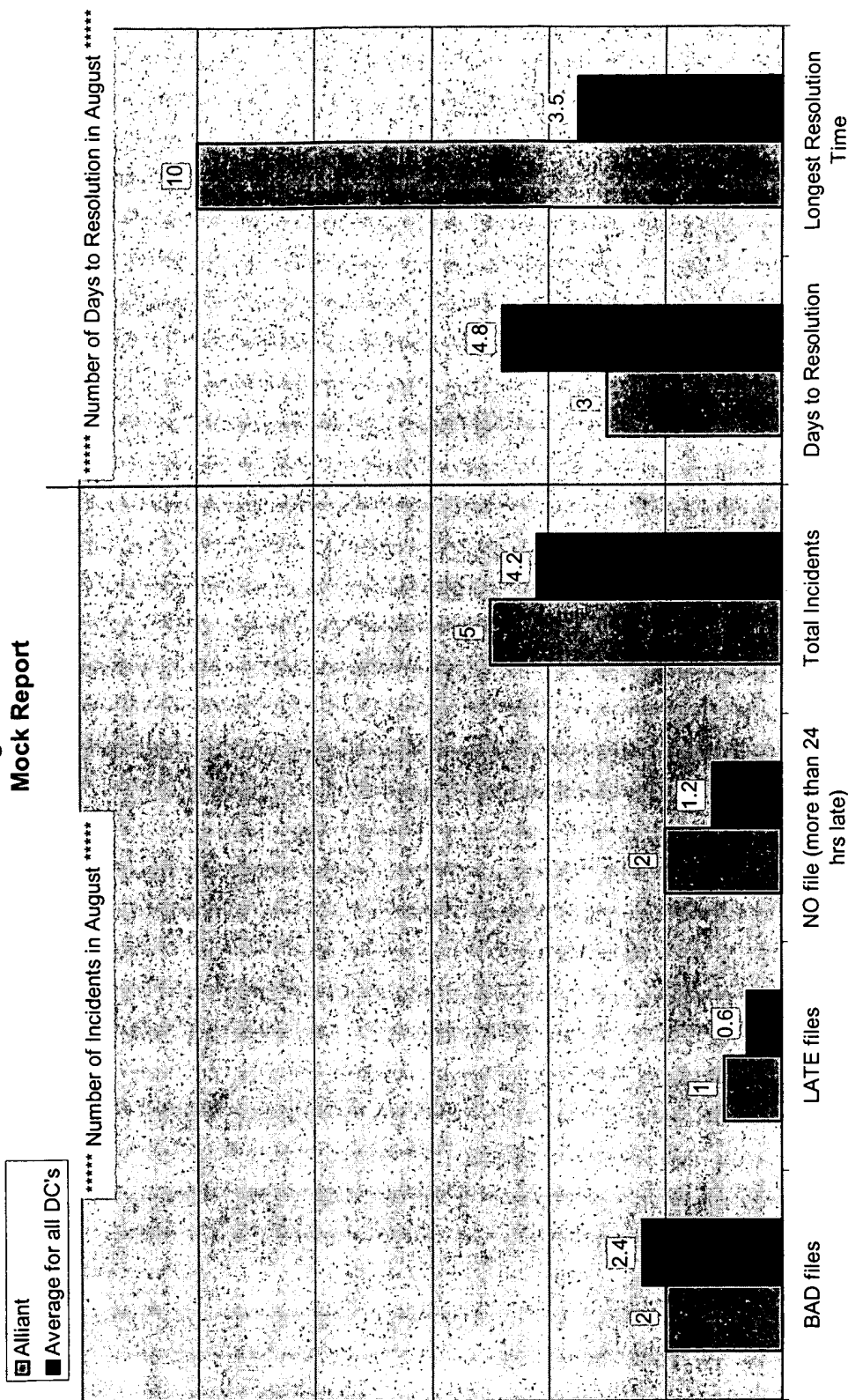


FIG. 31

REC'D 08031800

3200



# Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	90.00%	
Alliant-Topska			
Alliant-Wixom	99.05%	88.71%	
King-Atlanta	99.34%	92.81%	78.70%
King-Jacksonville	99.53%	93.53%	80.60%
King-Louisville	99.53%	94.53%	88.88%
Maines-29 Conklin			79.25%
Maines-30 Cleveland	99.41%		
Maines-Long Island	99.41%		
Maines-New England	99.41%		79.83%
MBM-Fullerton	99.13%	94.15%	#DIV/0!
MBM-Lewisville	99.51%	92.85%	#DIV/0!
MBM-Orlando	99.73%	93.60%	#DIV/0!
MBM-Rocky Mount	99.13%	92.46%	#DIV/0!
McCabe's	99.83%	99.72%	88.84%
McLane-Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.80%	98.04%	85.37%
PDF-Supply	99.16%	90.73%	80.12%
PEG-Victoria	99.42%	#DIV/0!	
PY/AMonarch	99.20%	87.78%	
Reinhart-Cedar Rapids	99.05%	98.65%	
Reinhart-Oak Creek	99.31%	93.69%	
Reinhart-Rogers	99.50%	85.49%	
Restaurants NW	99.03%	88.07%	80.47%
Shamrock-Commerce City	89.52%	94.88%	85.13%
Shamrock-Phoenix	98.81%	93.83%	
Sigma-Harrisburg	99.83%		92.83%
Sigma-Stockton	99.83%		
Sysco	99.83%	100.00%	82.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

3300

XYZ Company

Aug-00

3300

Vendor:

Time Period:

Delivery Statistics:

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

Invoice, Payment and Pricing:

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Invoice Accuracy:

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

Inventory Management:

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

19
22
40
32

Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

**FIG. 34**

## H & H Foods - Monthly Supplier Data Feed Performance

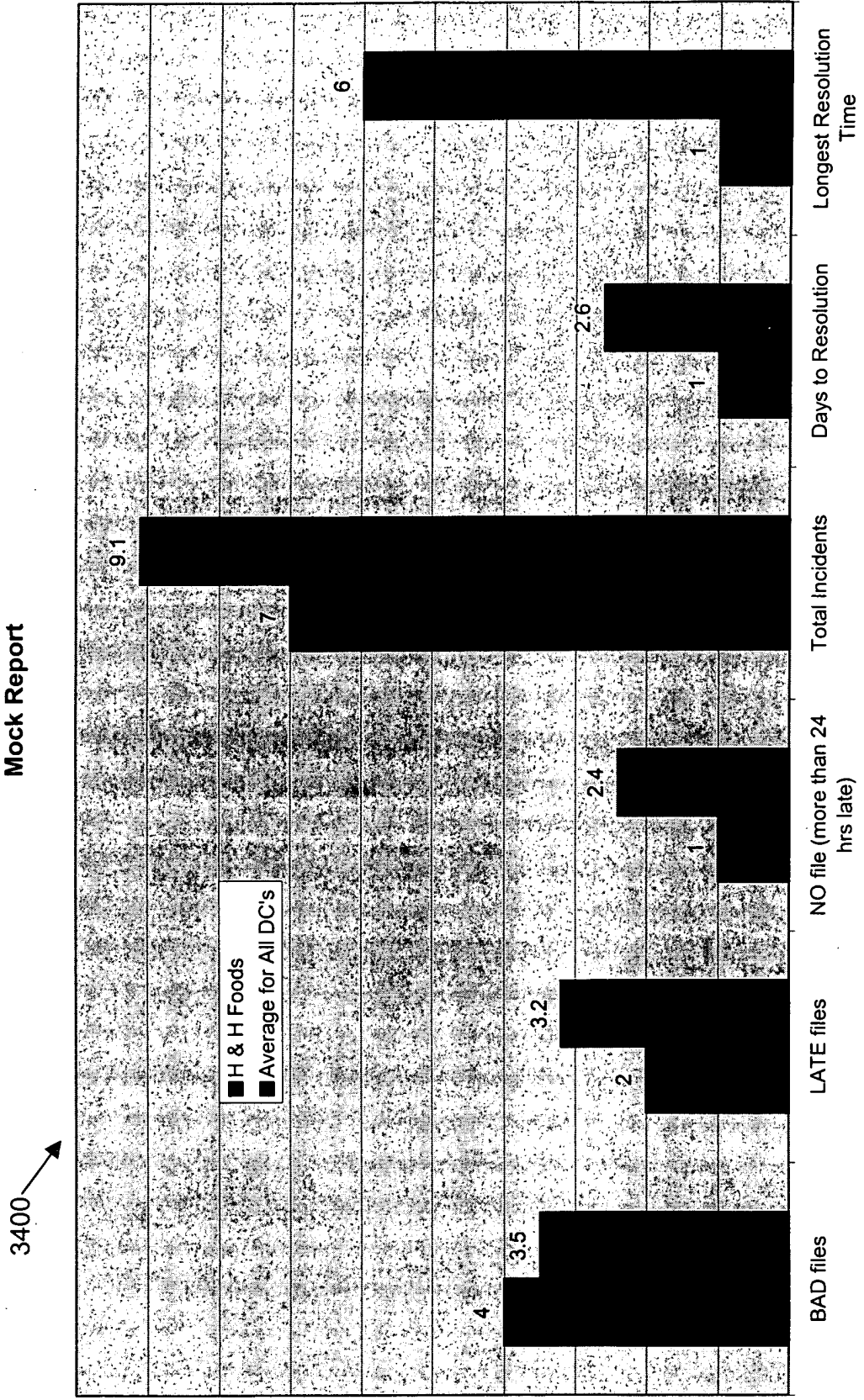


FIG. 35

# Service Level Reporting November - Mock Report



3500

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1904		233%
COMARK INSTRUMENTS, INC.	\$1881		
WHITEFORD FOODS, INC.	\$0	97.8%	241%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3700		
NCR-SYSTEMEDIA	\$0	92.9%	218%
SIGNATURE MEATS GROUP	\$0		192%
SCHWEBEL'S BAKING CO.	\$0	95.1%	150%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		125%
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY	\$0		143%
FRESH ADVANTAGE, INC.	\$0	99.6%	190%
SILVER KING - MN. CORP.			
TYSON FOODS	\$0		
READY ACCESS			
GEORGIA PACIFIC TISSUE			243%
CLOUGHERTY PACKING		94.8%	251%
BEVERAGE-AIR	\$0	93.9%	
COMPONENT HARDWARE GROUP, INC.			206%
COCA - COLA USA	\$0		
TOASTMASTER	\$1909	93.5%	155%
GRANT COUNTY FOODS	\$0	98.8%	220%
FRESH EXPRESS			
TAYLOR FARMS			104%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$3428		
ROSE PACKING COMPANY		93.3%	298%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.



3600

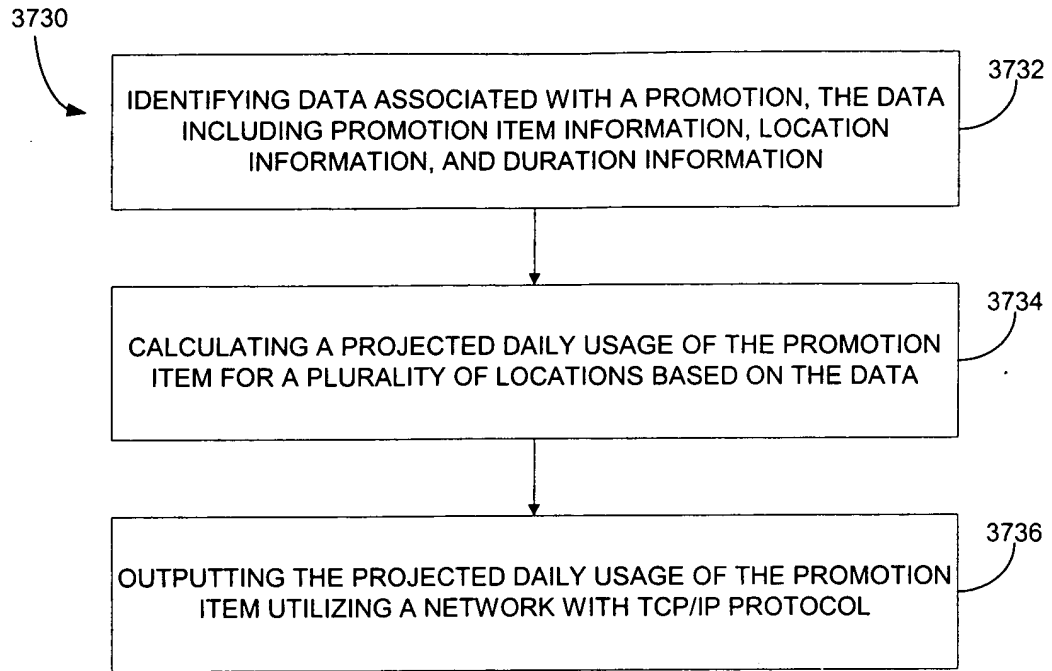


### Mock Report/1

	May-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						
<b>Total Dollar Purchases (in Millions) /2</b>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

FIG. 36



**FIG. 37**

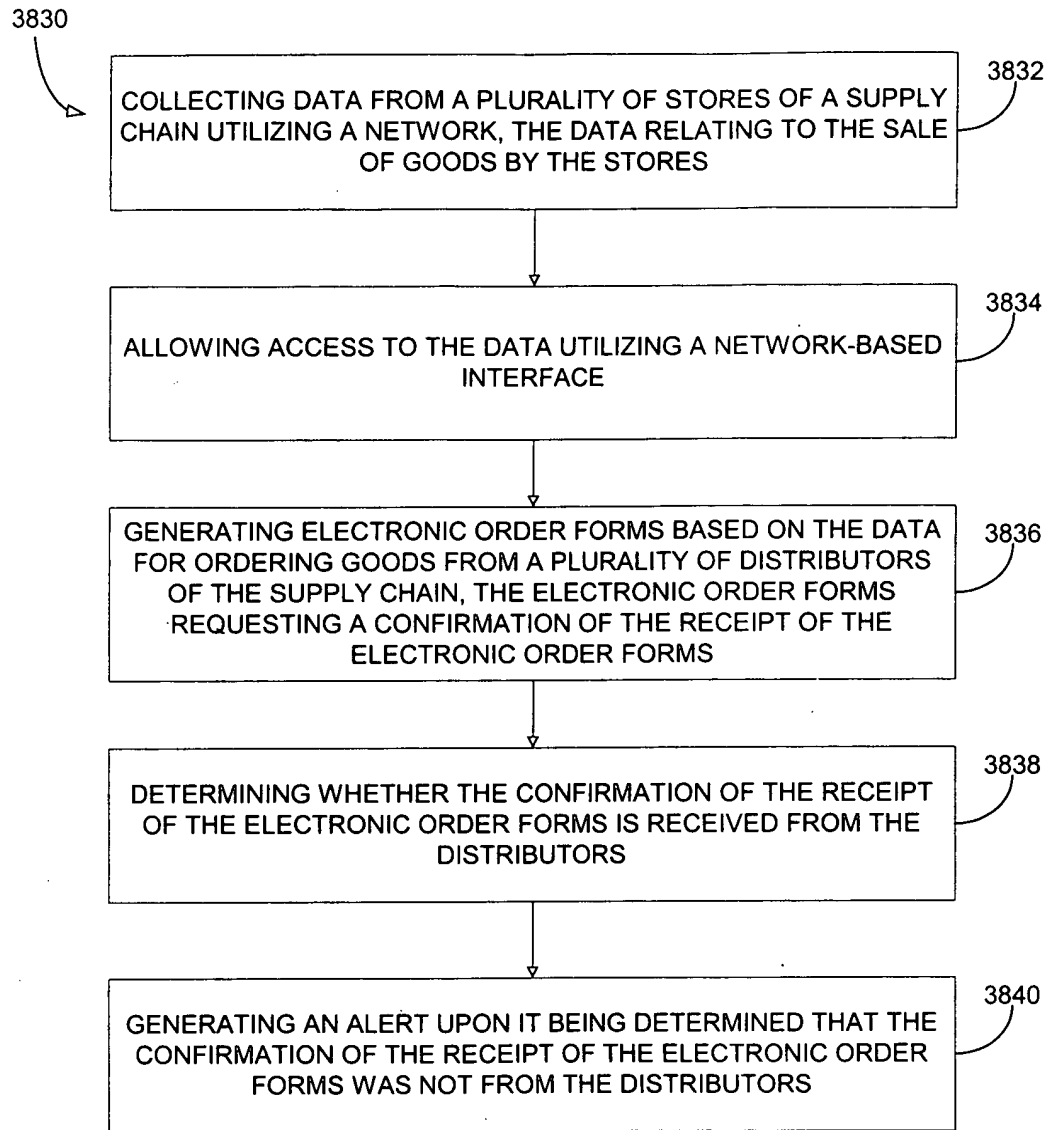
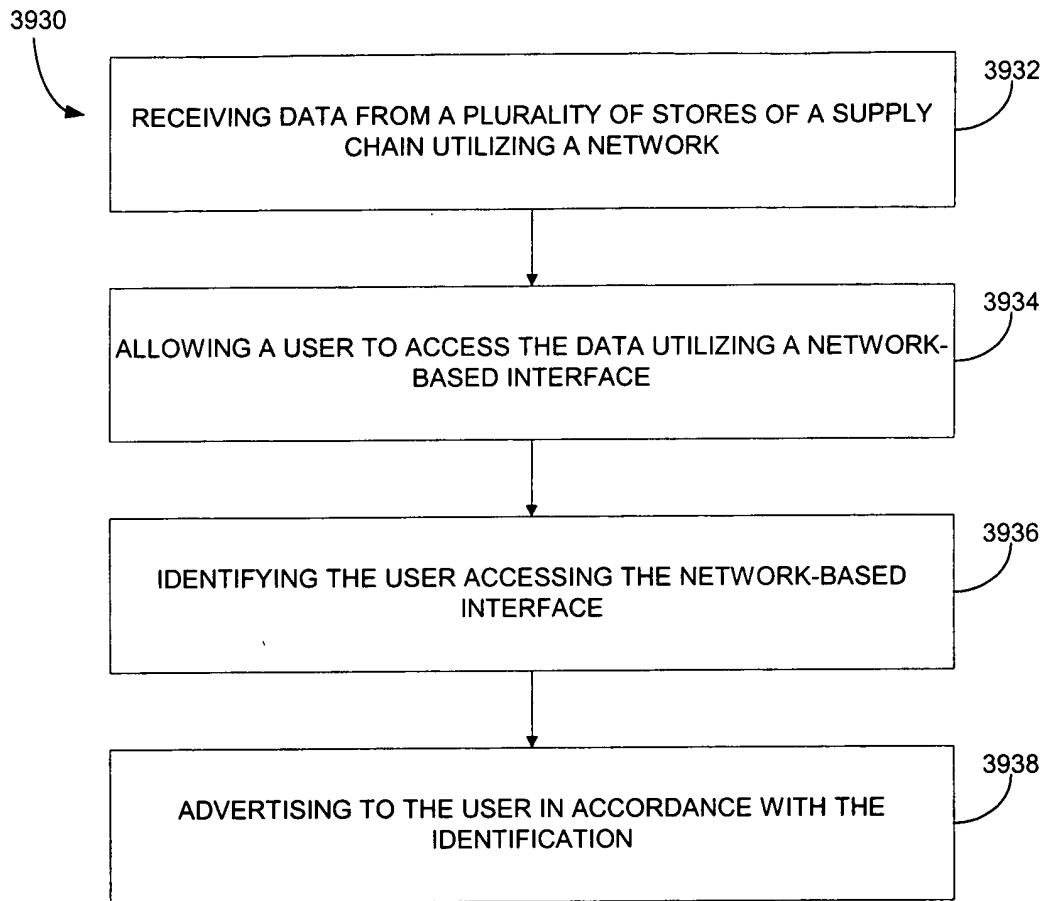
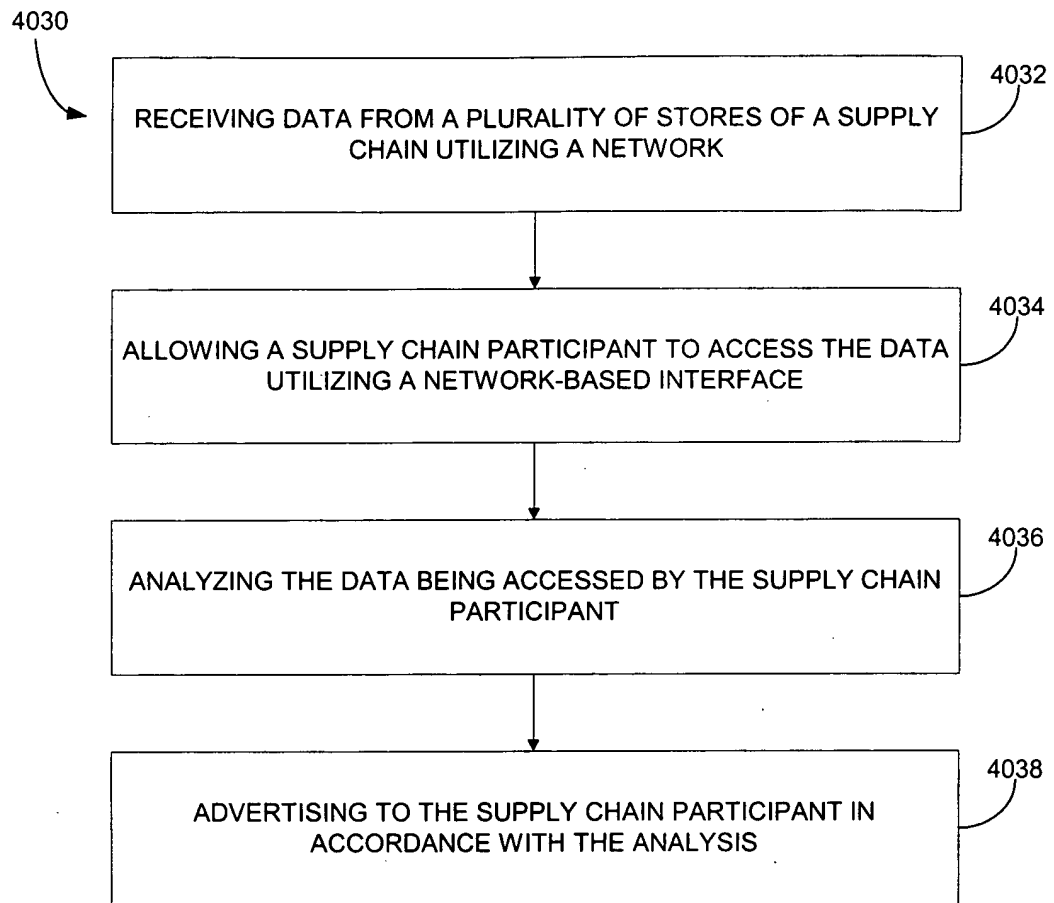


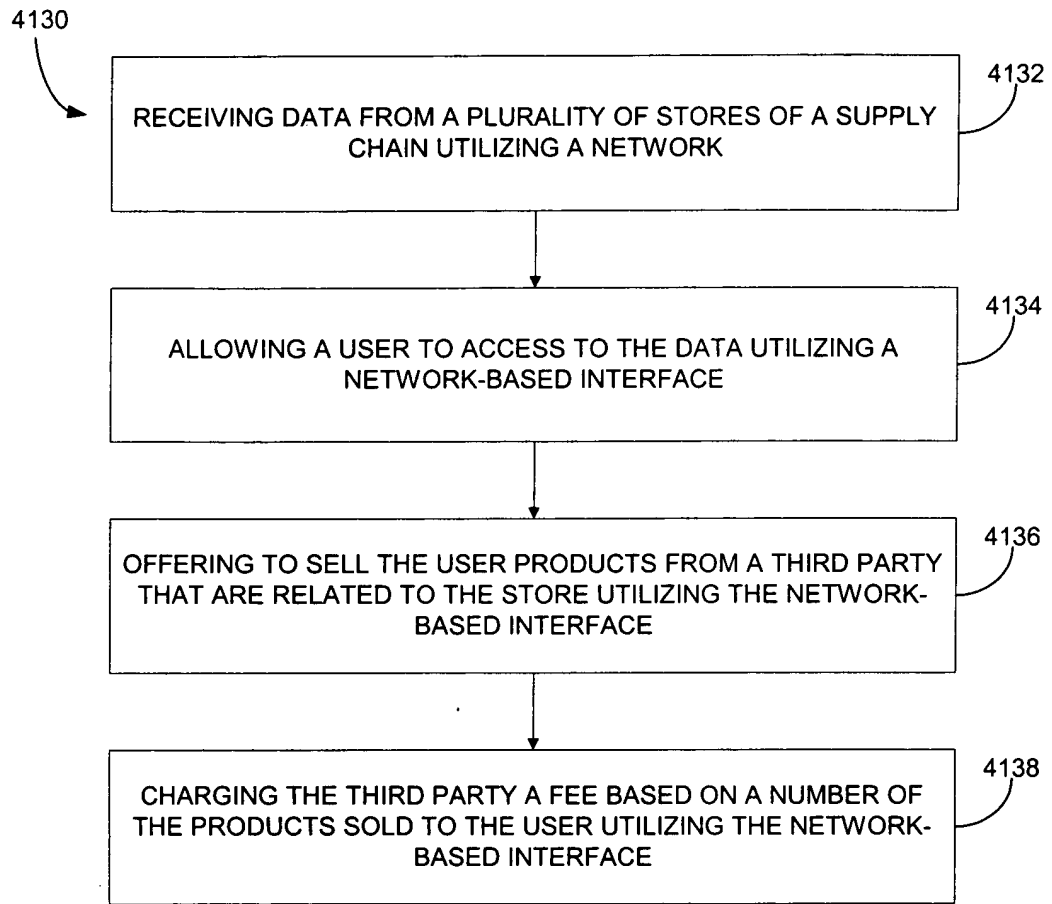
FIG. 38



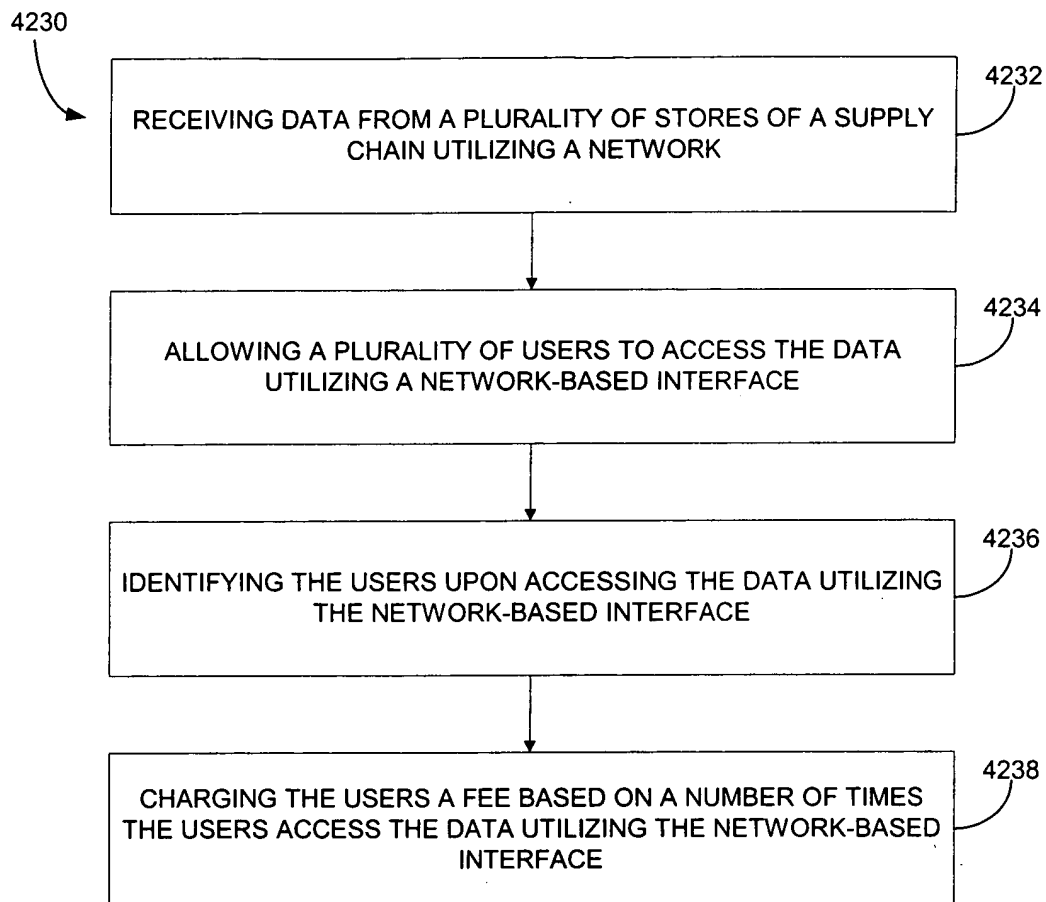
**FIG. 39**



**FIG. 40**

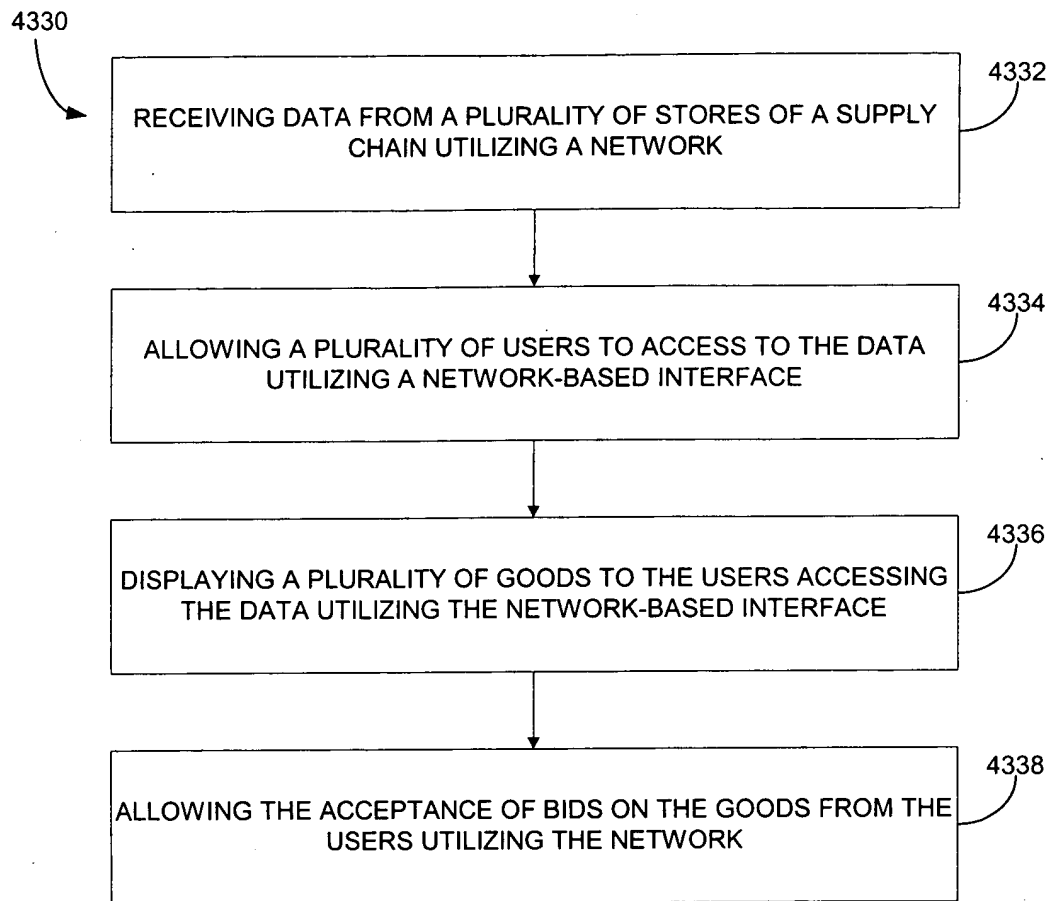


**FIG. 41**



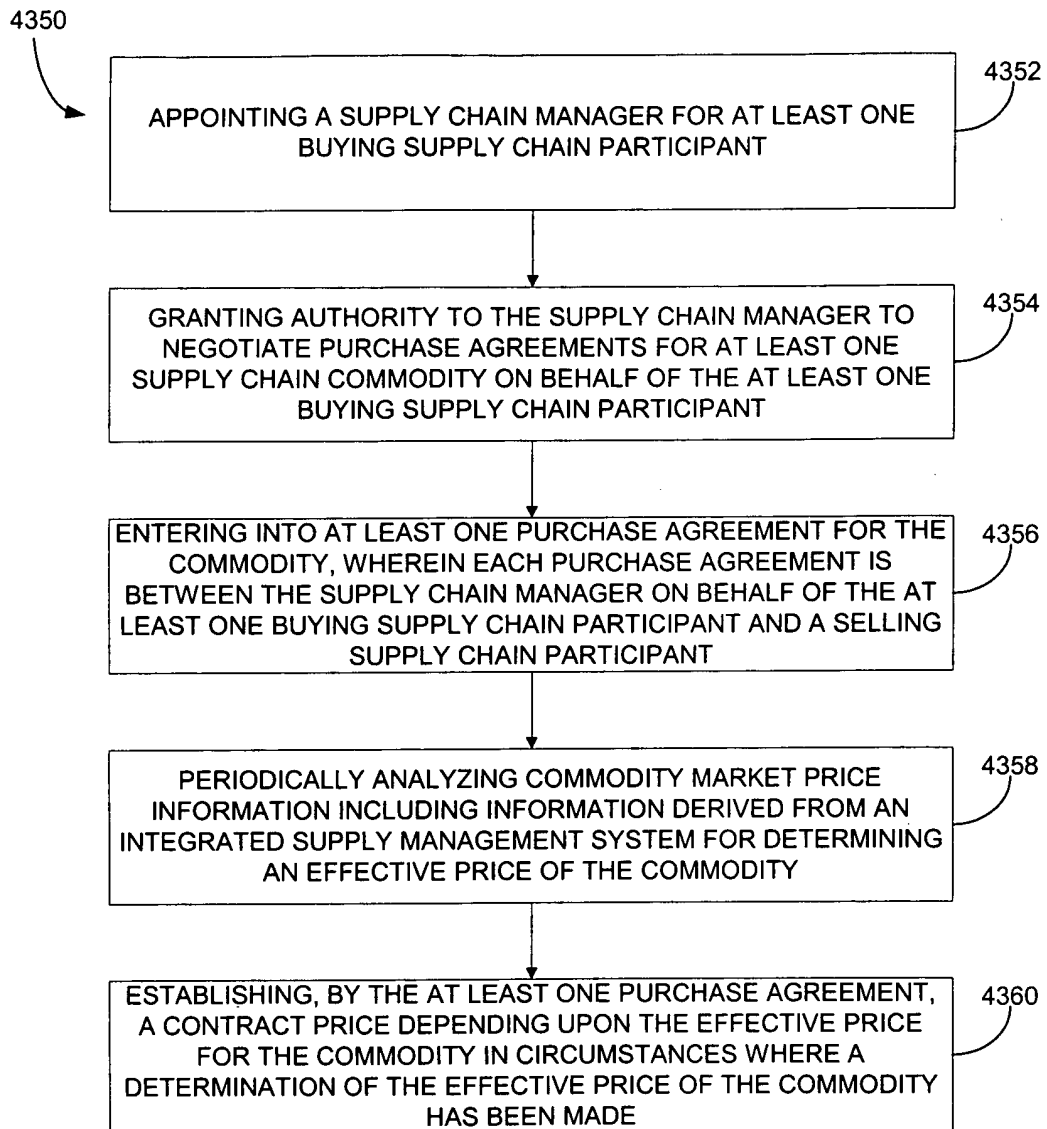
**FIG. 42**

FIG. 43A



**FIG. 43A**





**FIG. 43B**

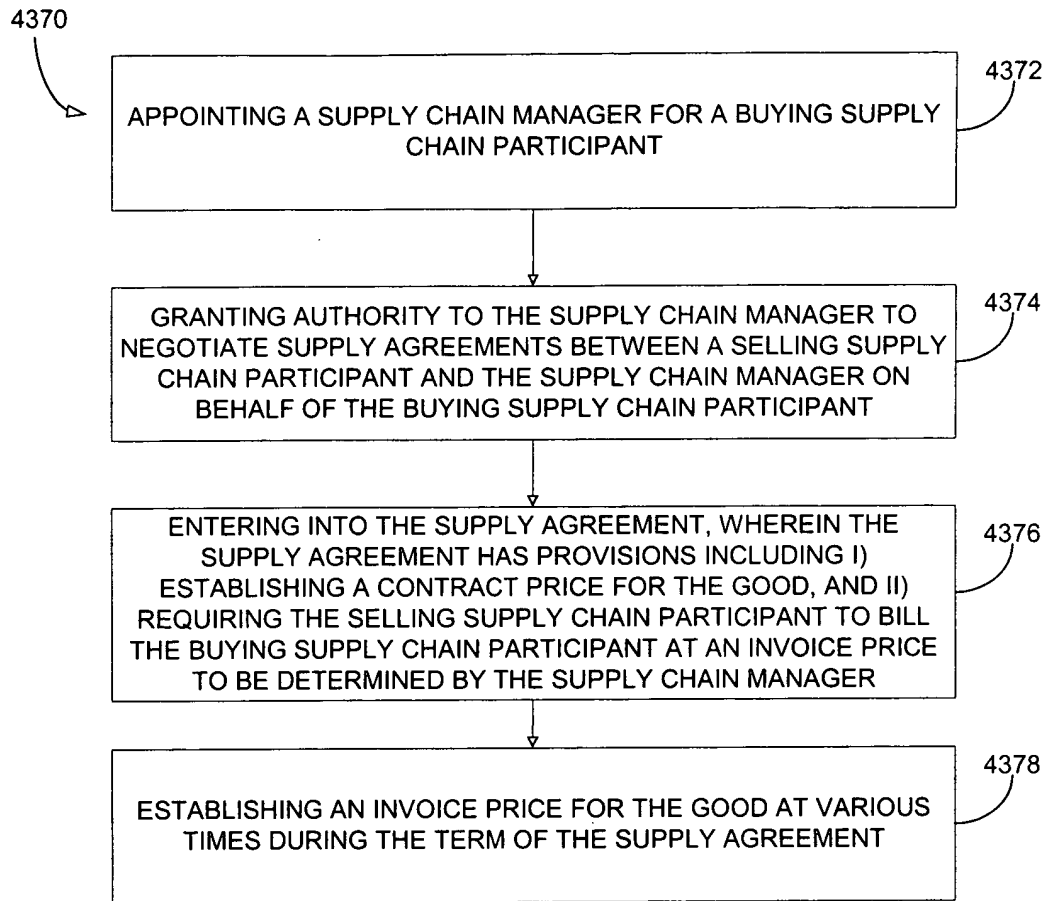


FIG. 43C

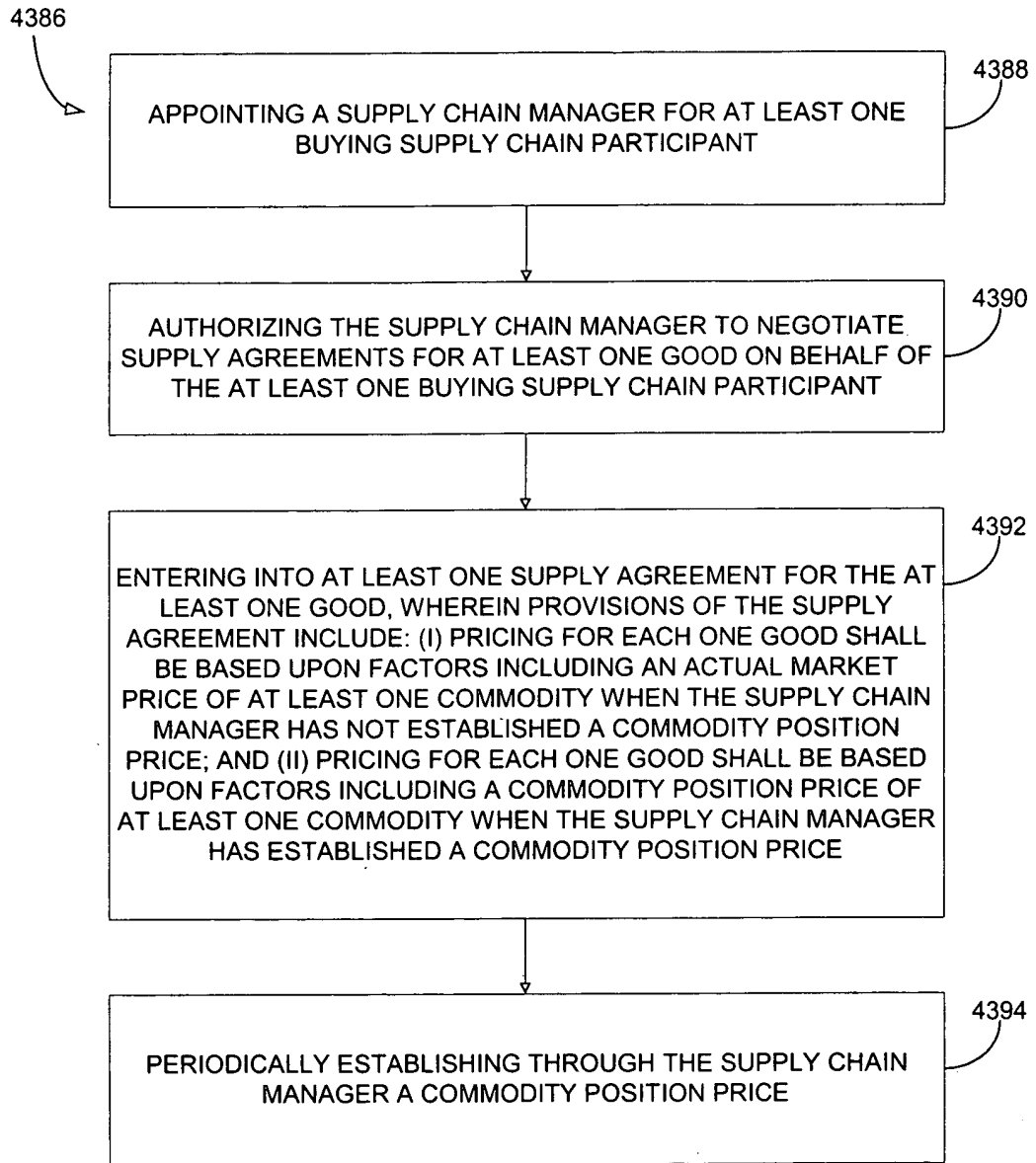


FIG. 43D

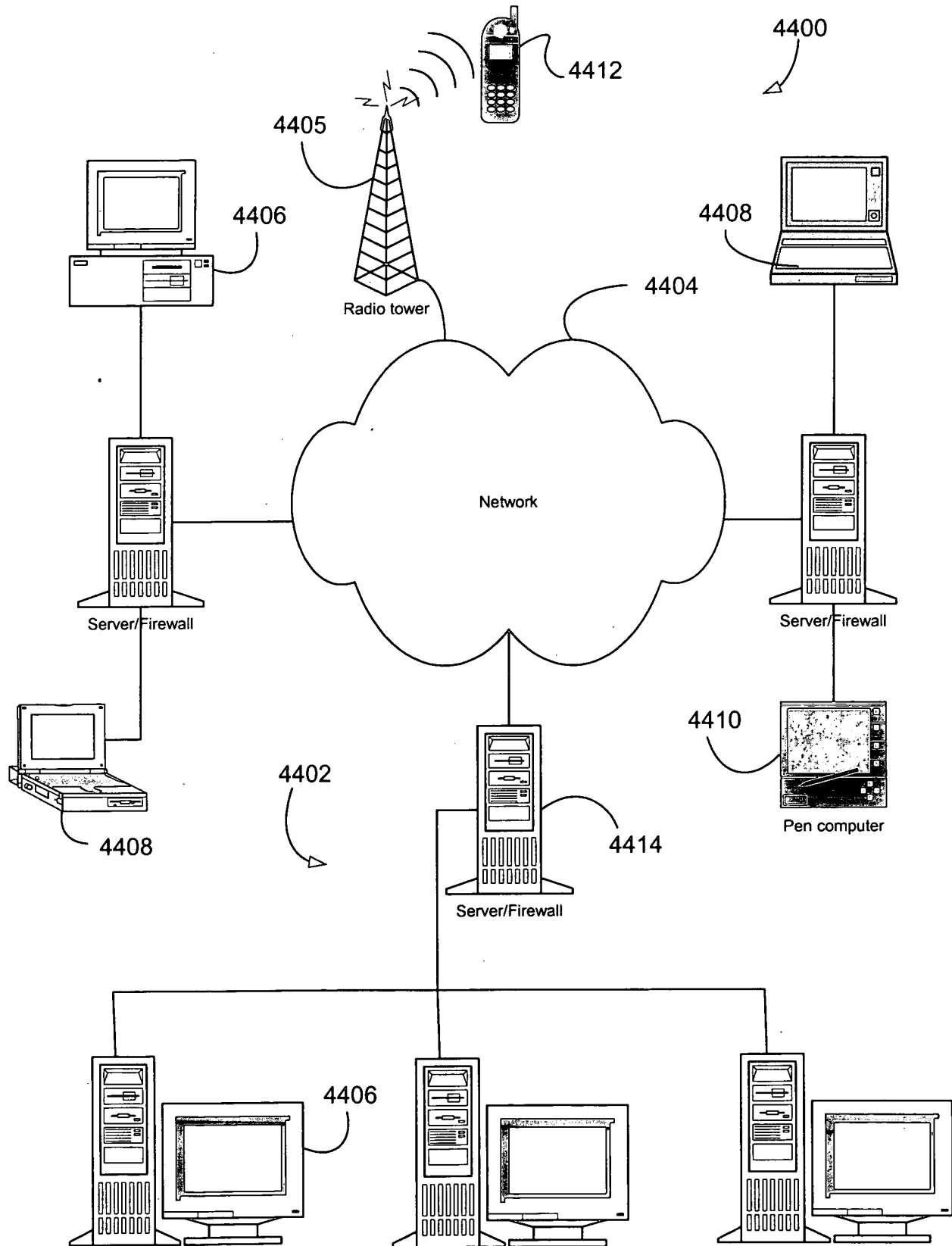


FIG. 44

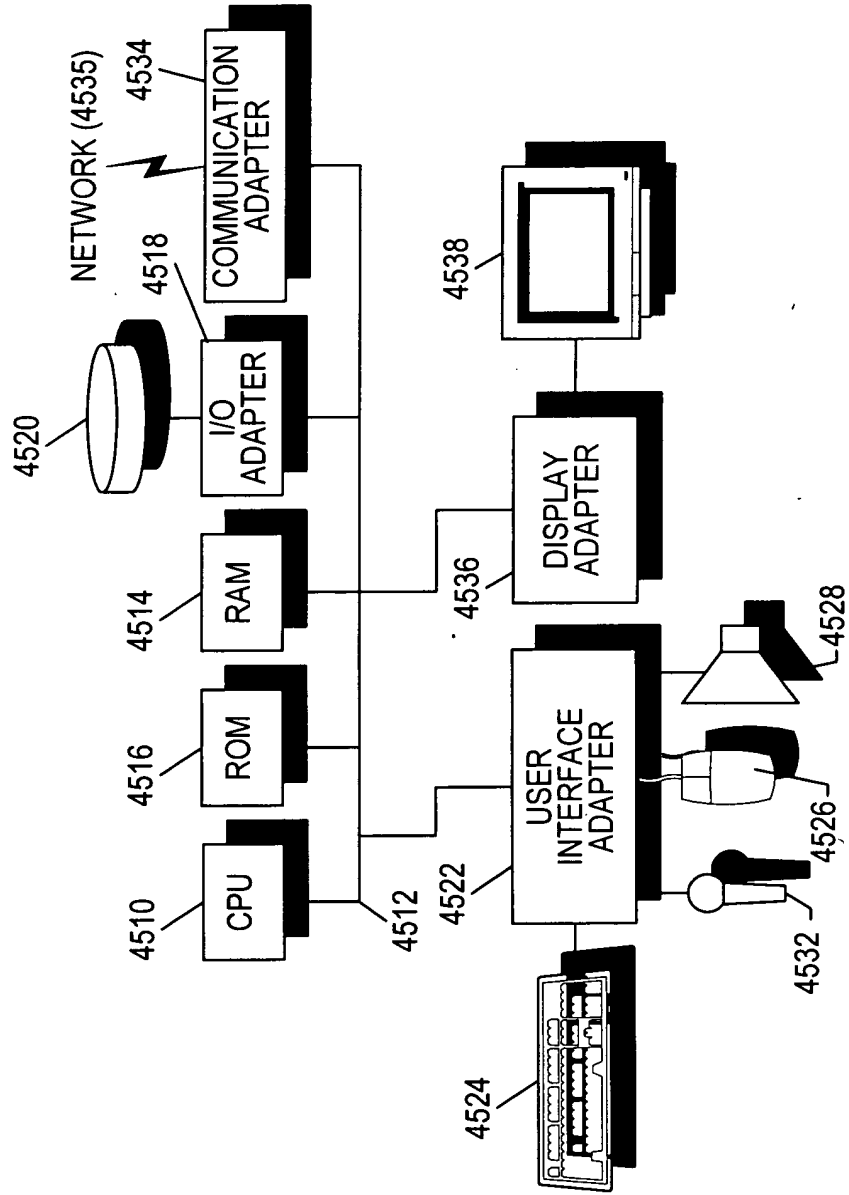
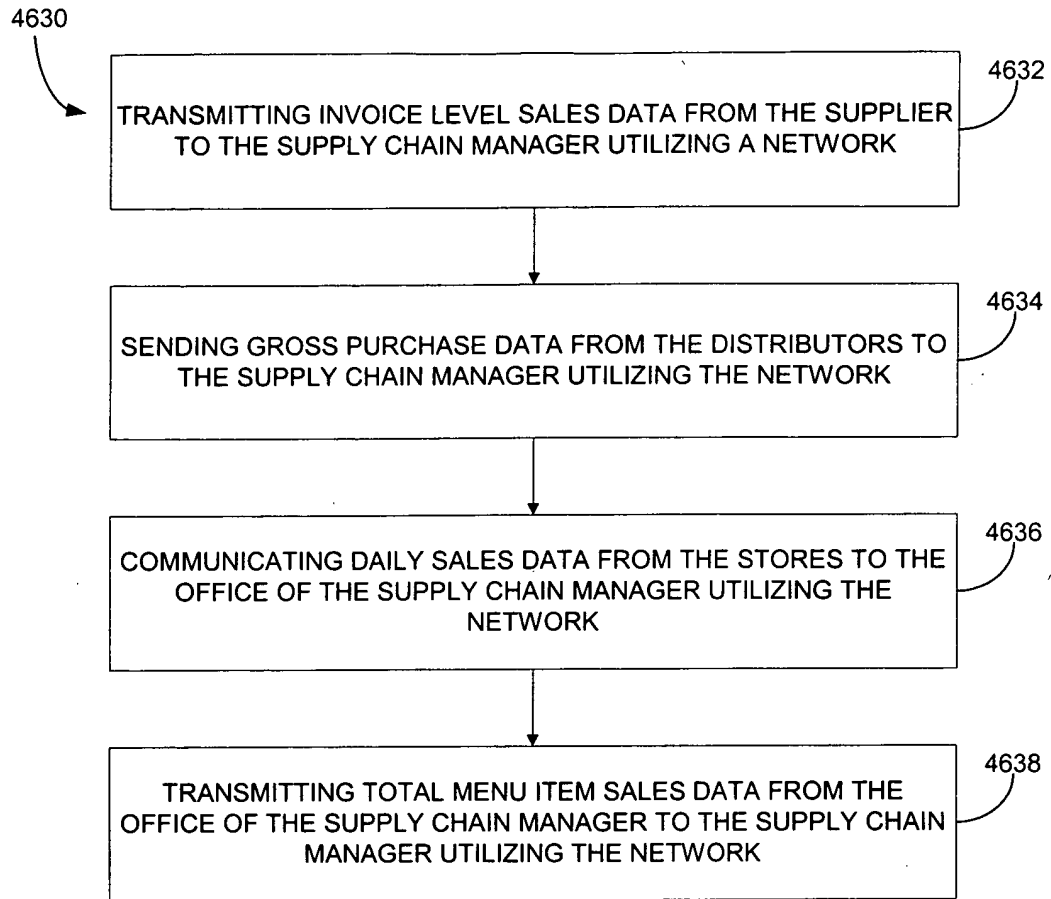


FIG. 45



**FIG. 46**

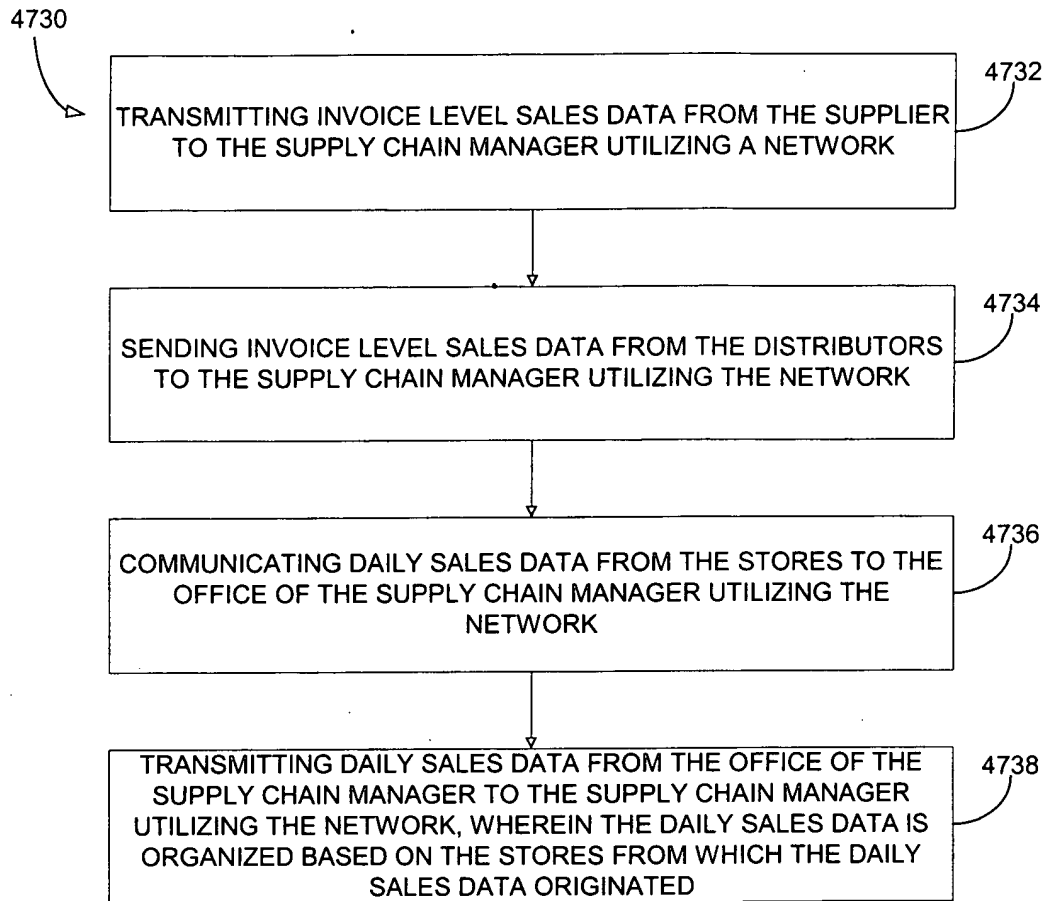


FIG. 47

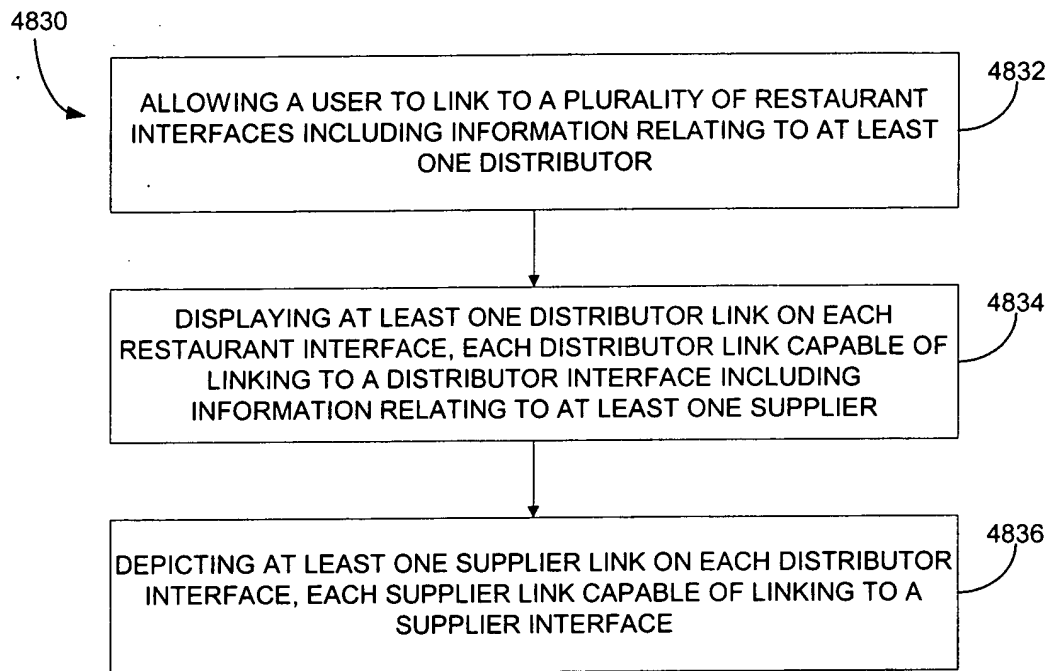


FIG. 48



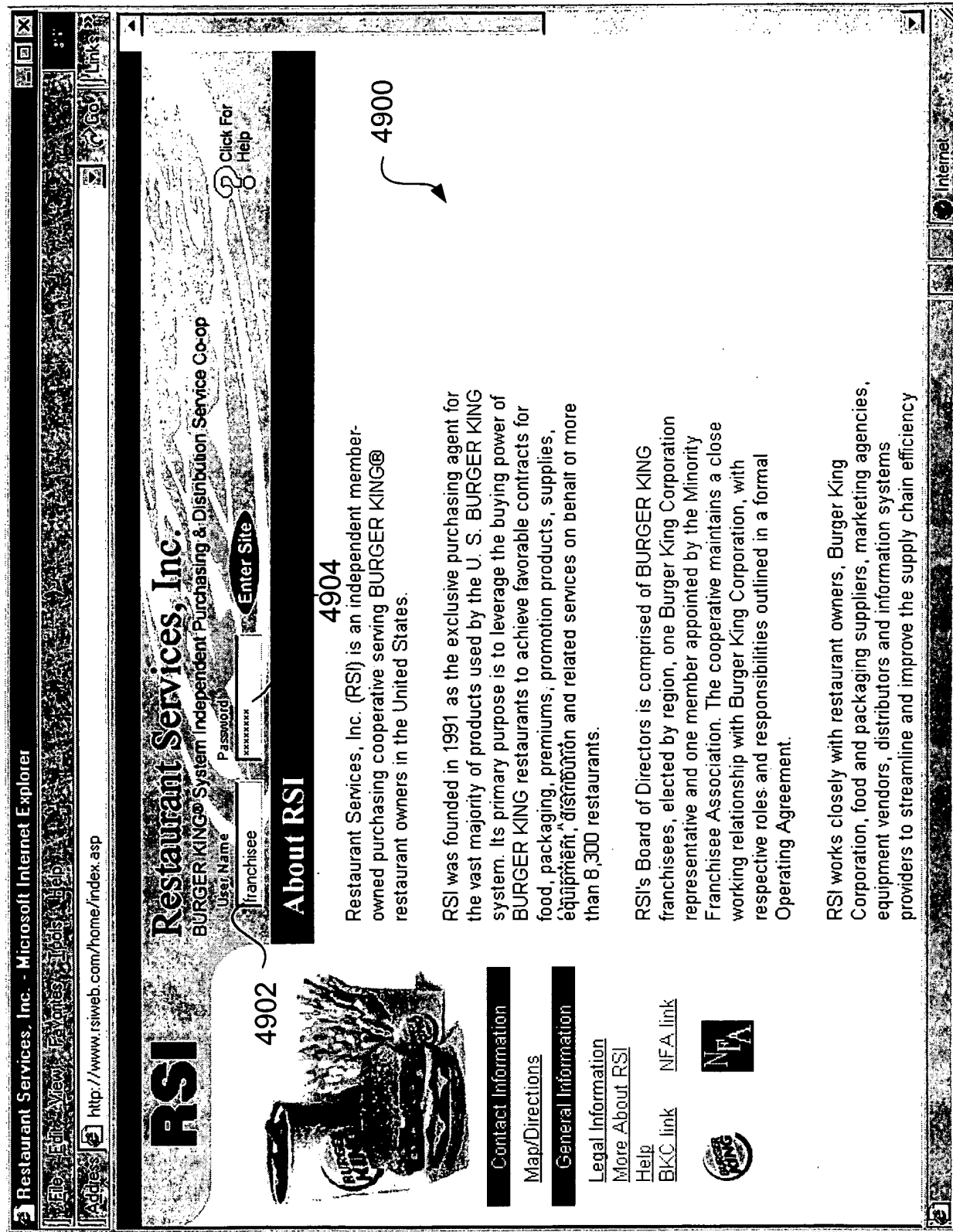


FIG. 49

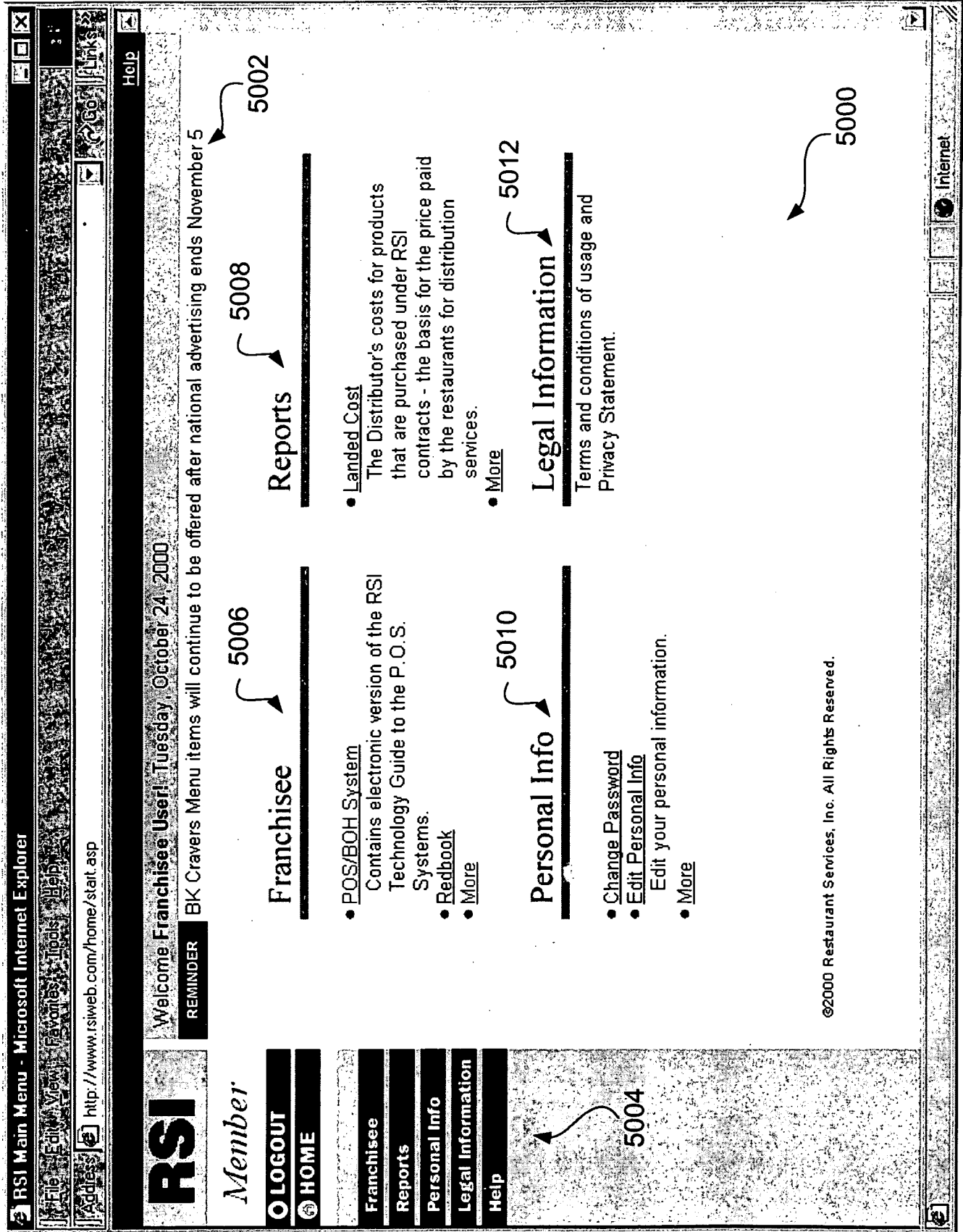


FIG. 50

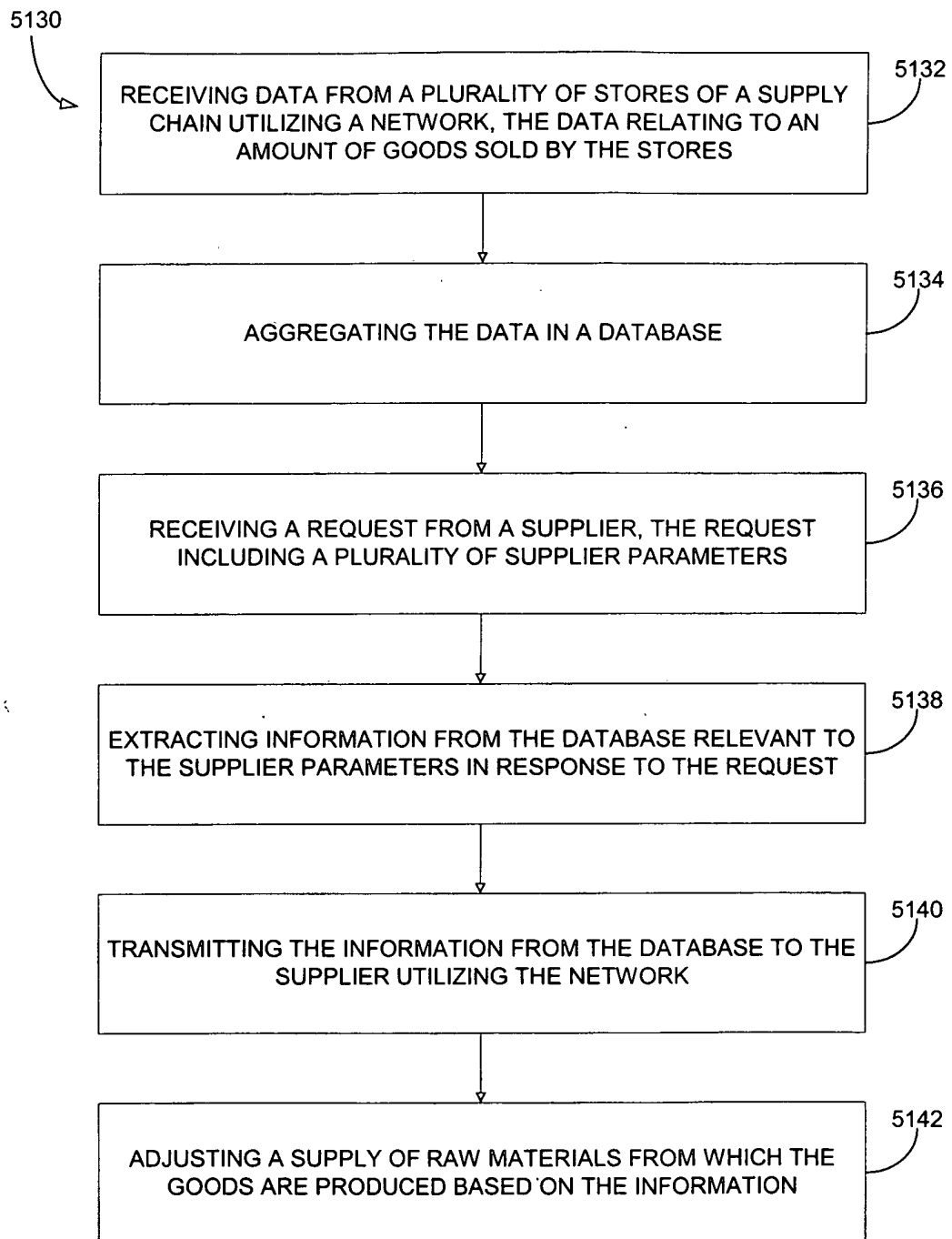


FIG. 51

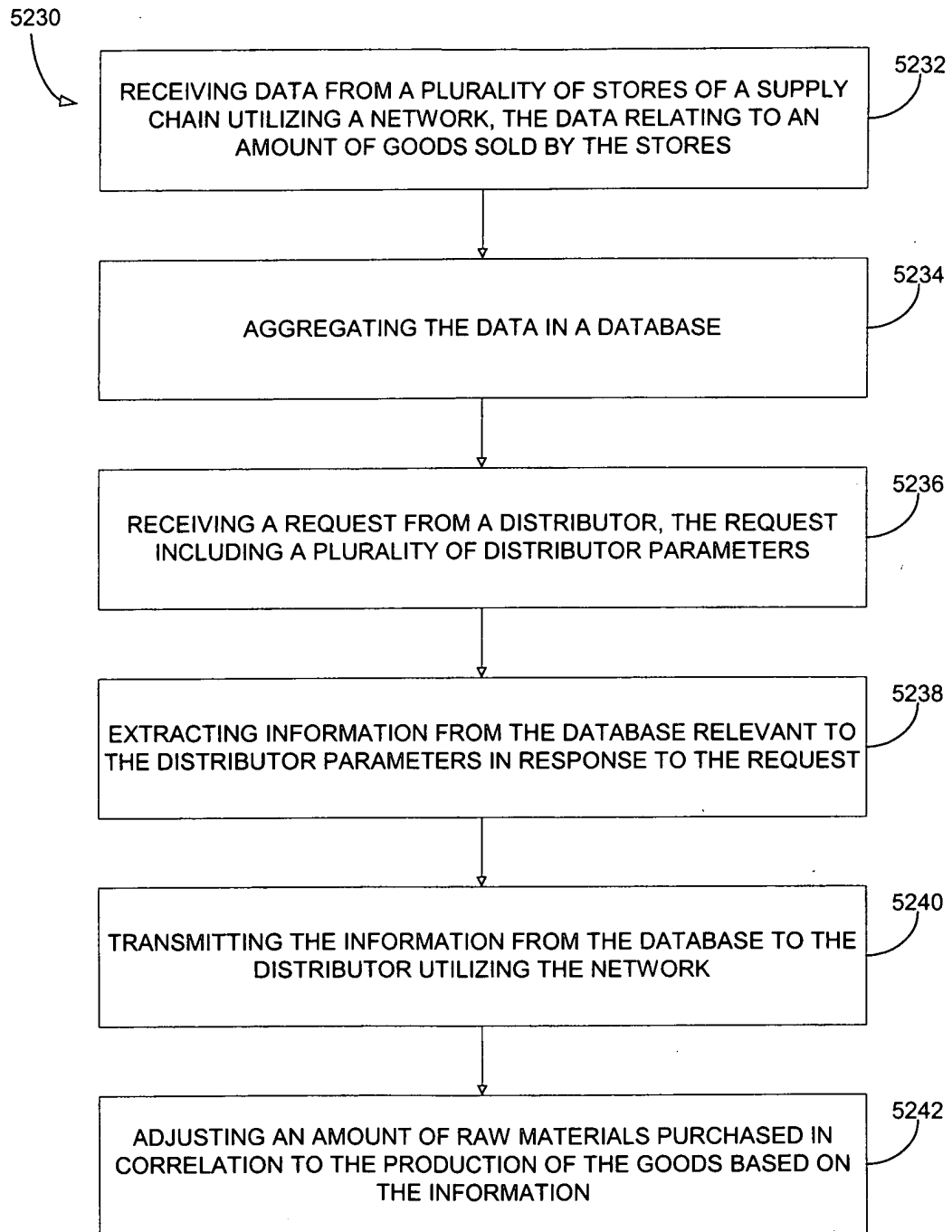


FIG. 52





**RSI**

Supplier

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Supplier

Supplier:

5500

Printer Friendly Version

POS Implied Daily Usage - Supplier  
Tuesday, October 24, 2000

Supplier: TYSON FOODS

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			14 Day Rolling (Total Cases)														10week Ending Total				
FOB Point	DC No	RSI Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/18	9/24
TOTAL																					
Total of DC Locations																					
		CHICKEN- 6 PATTY	0.00%		90	137	144	111	100	98	95	100	134	137	125	100	100	780	774	788	781
		CHICKEN- 7 BK BROILER	0.00%		35	51	60	48	45	43	43	40	53	60	48	45	41	330	327	354	344
		CHICKEN- 8 TENDERS	0.00%		222	335	337	295	240	229	225	246	346	316	255	228	223	1,815	1,808	1,418	1,203
		CHICKN																			

Done

Internet

FIG. 55





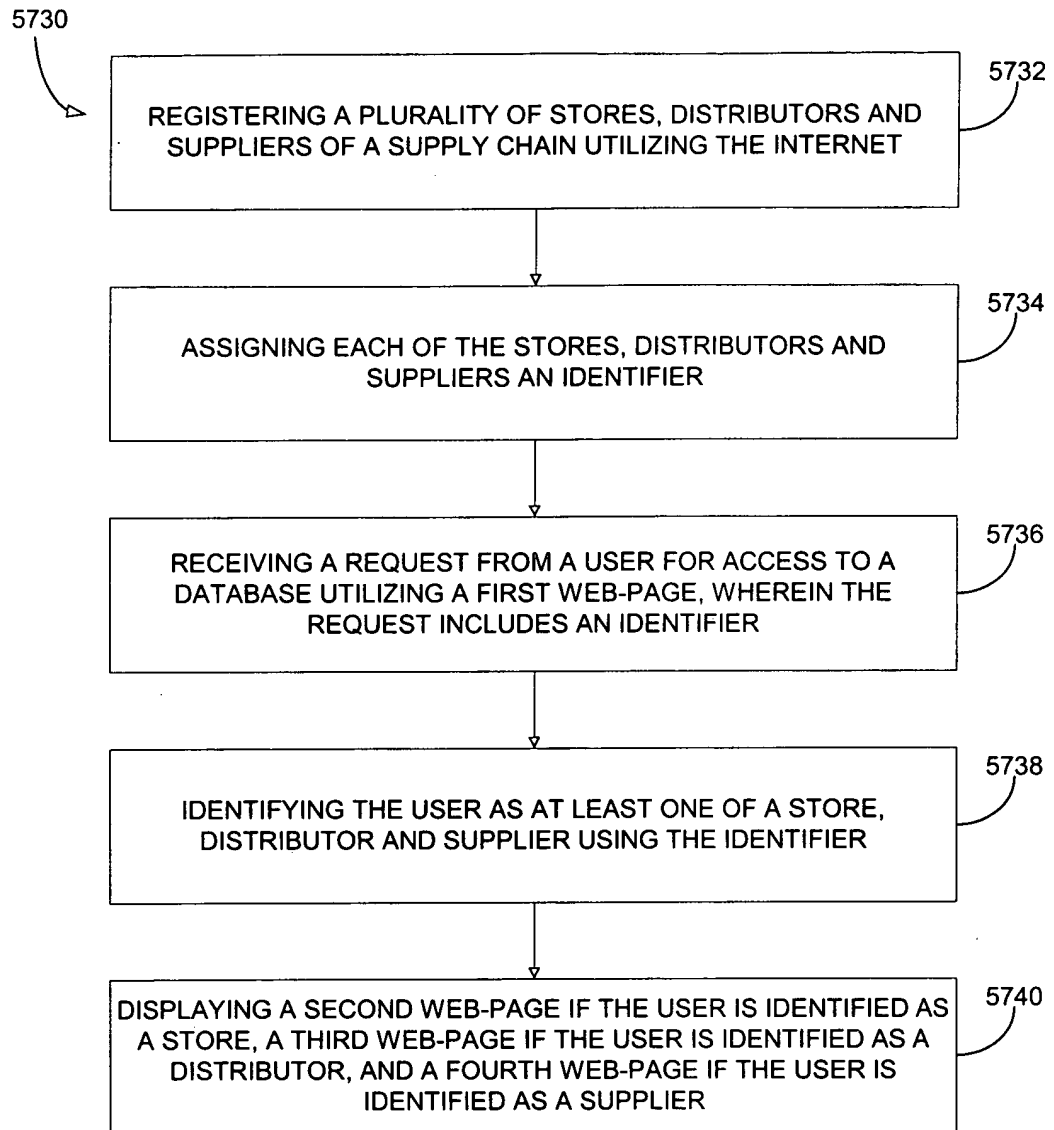


FIG. 57

FIG. 58

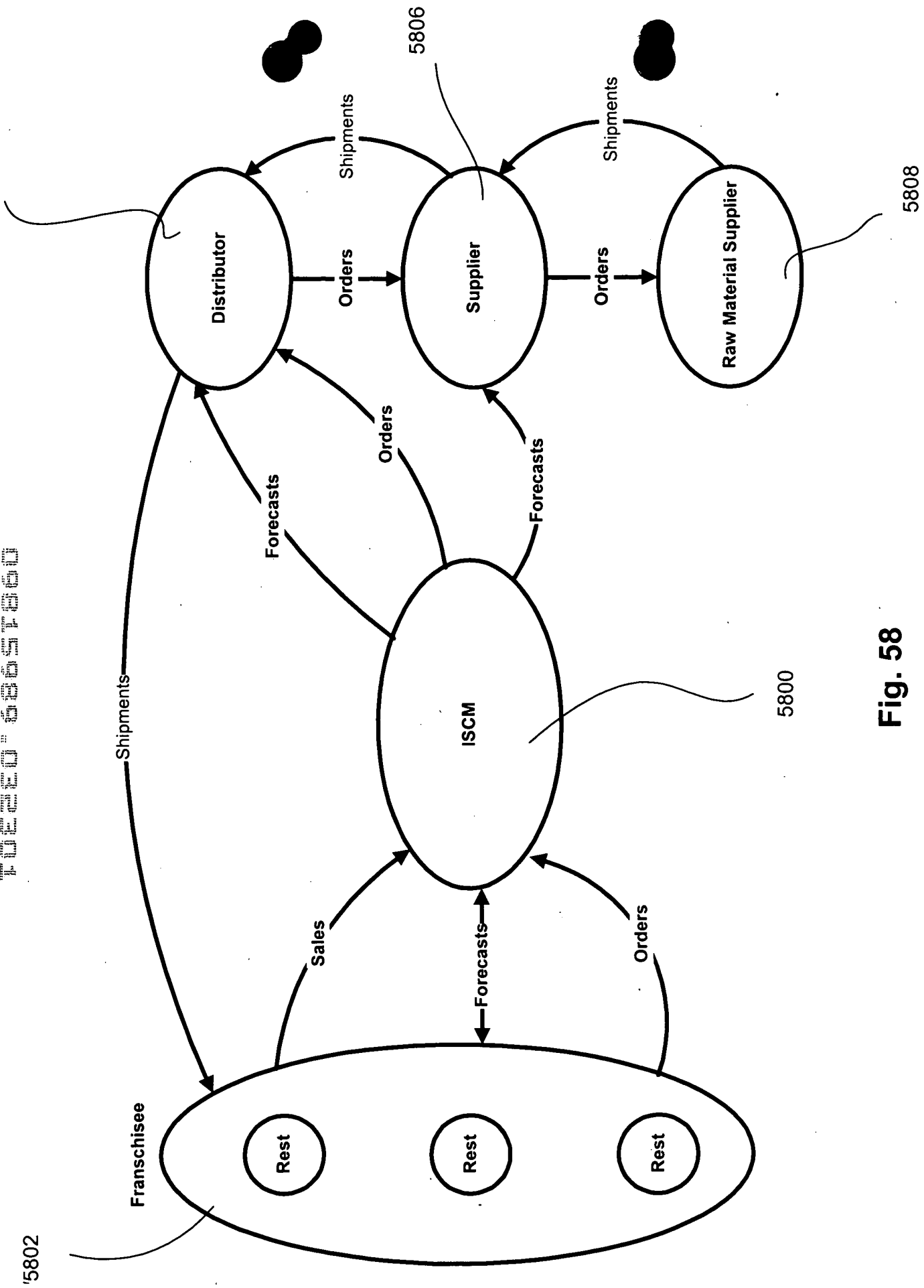
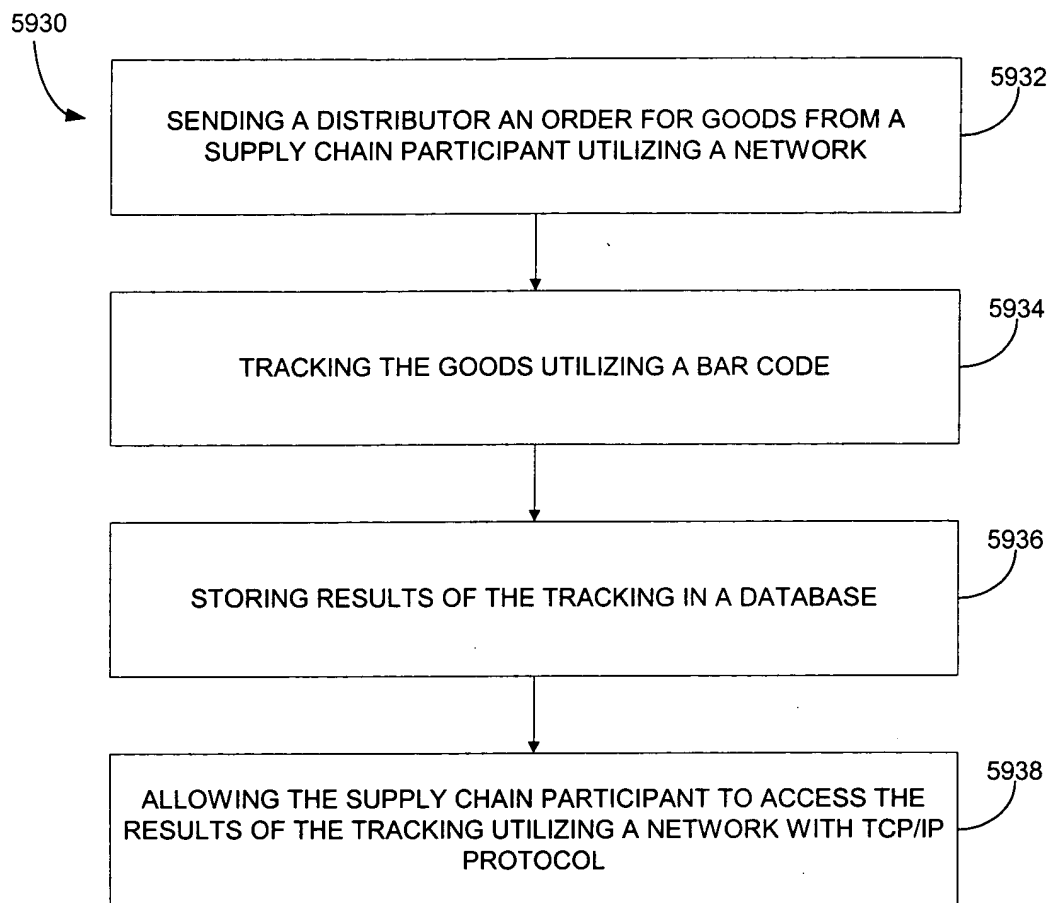


Fig. 58



**FIG. 59**

6002

6004

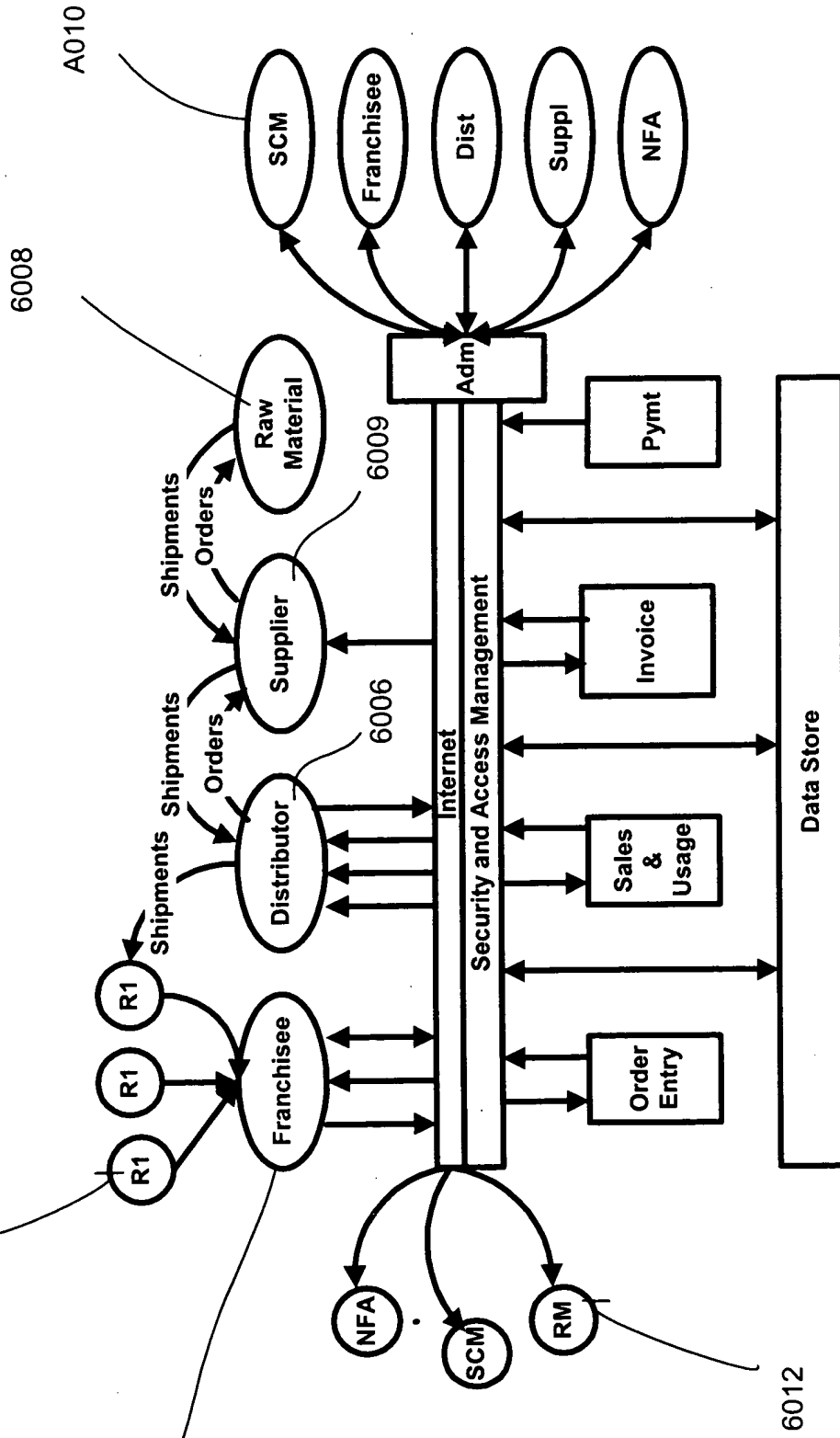


Fig. 60

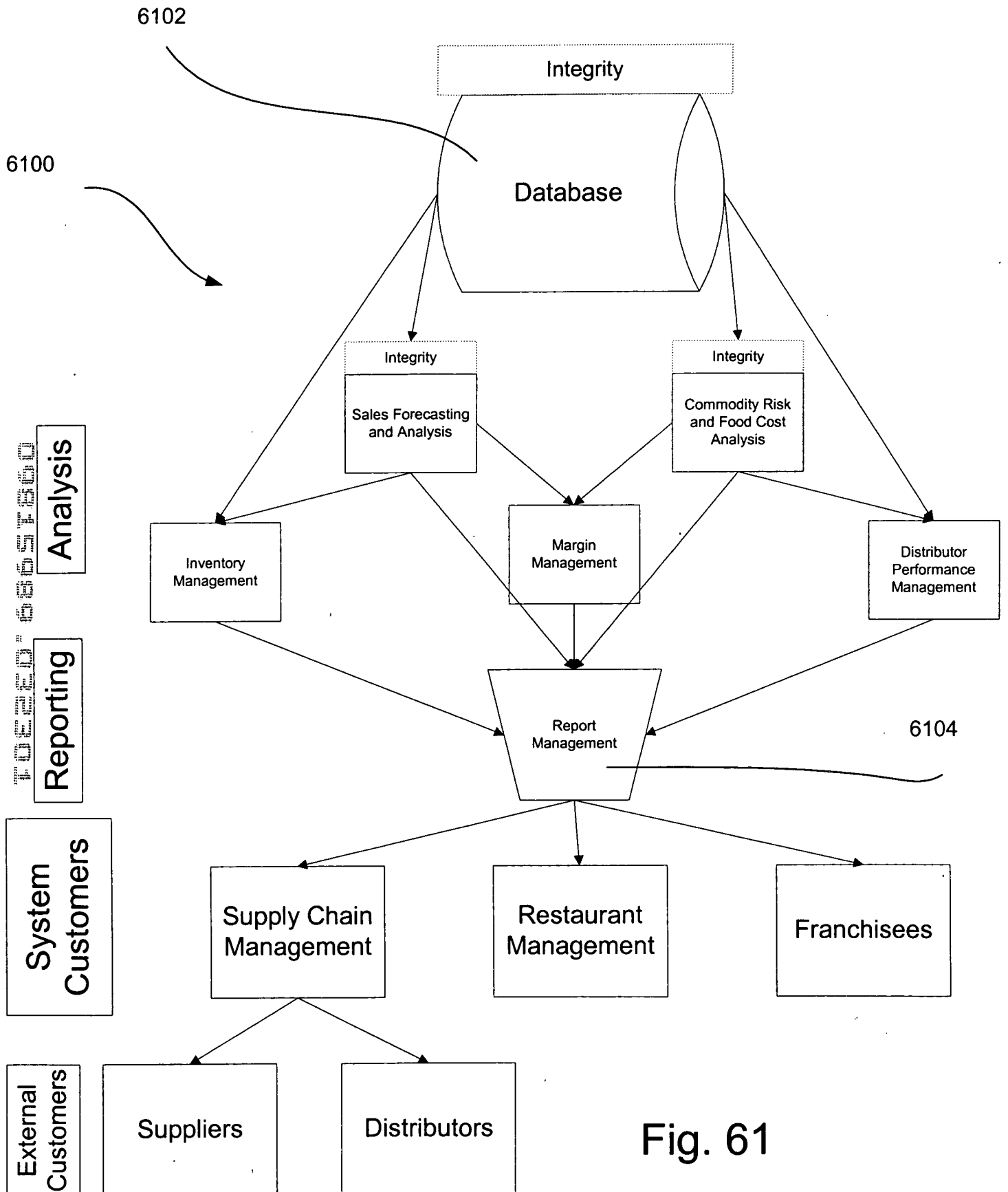


Fig. 61

FIG. 62

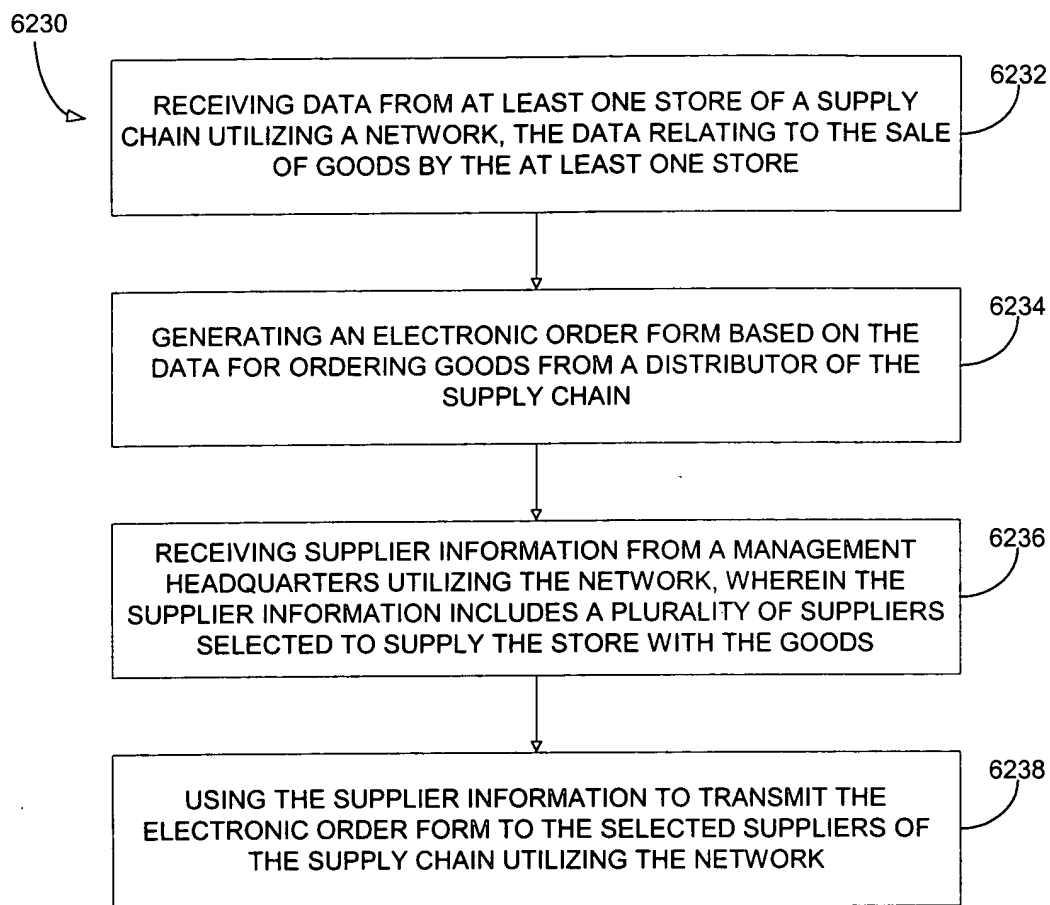


FIG. 62

6300

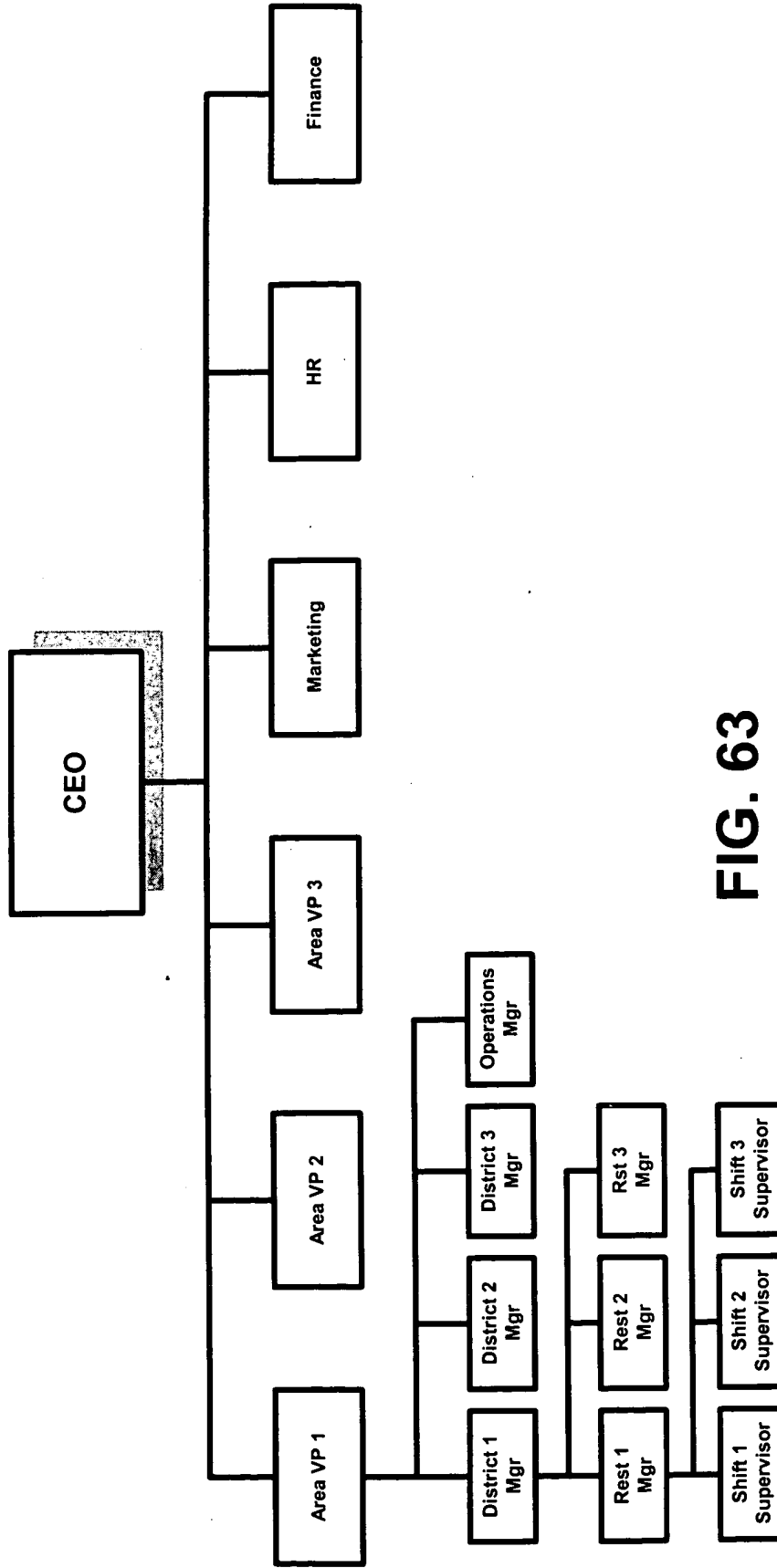
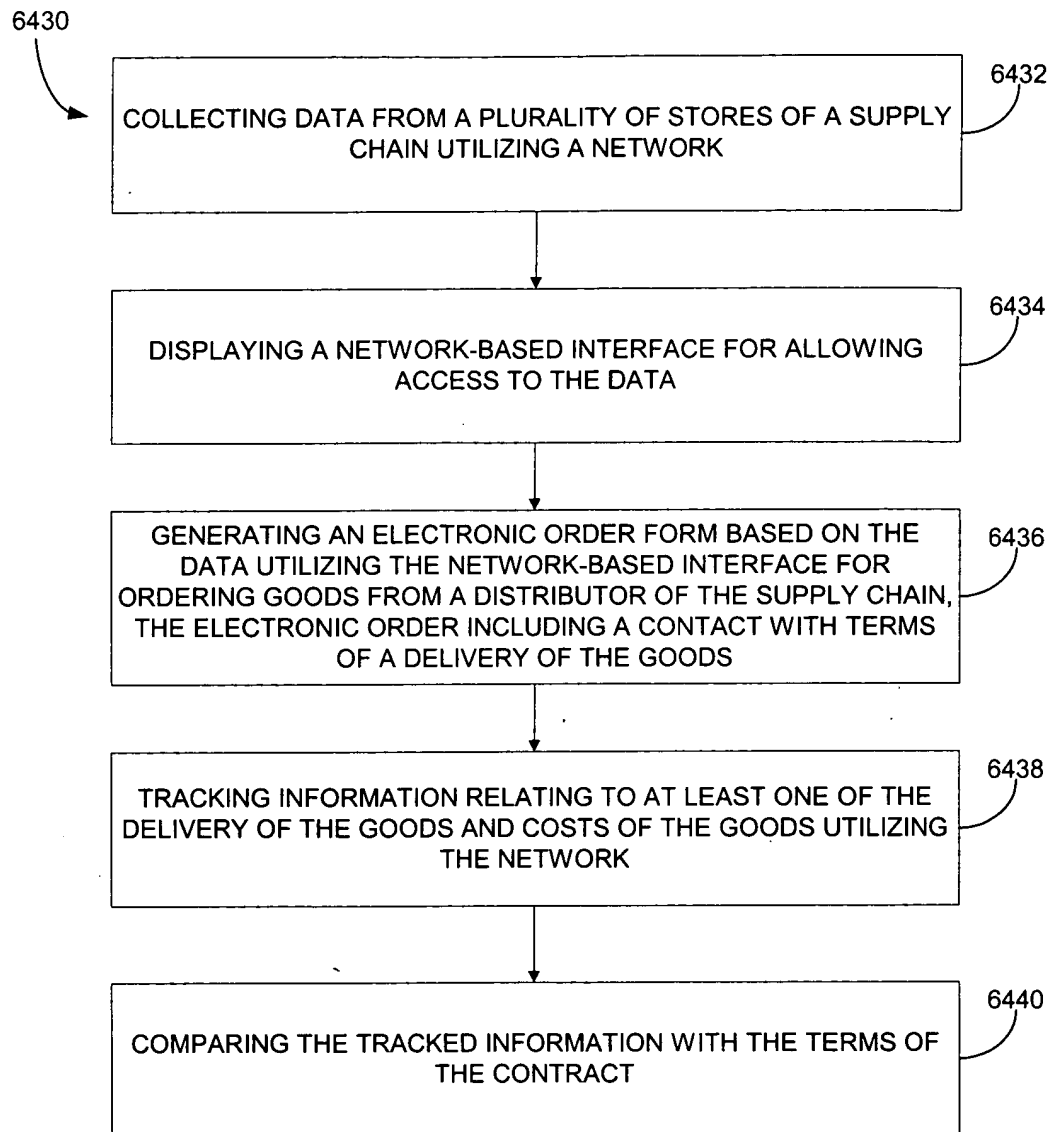
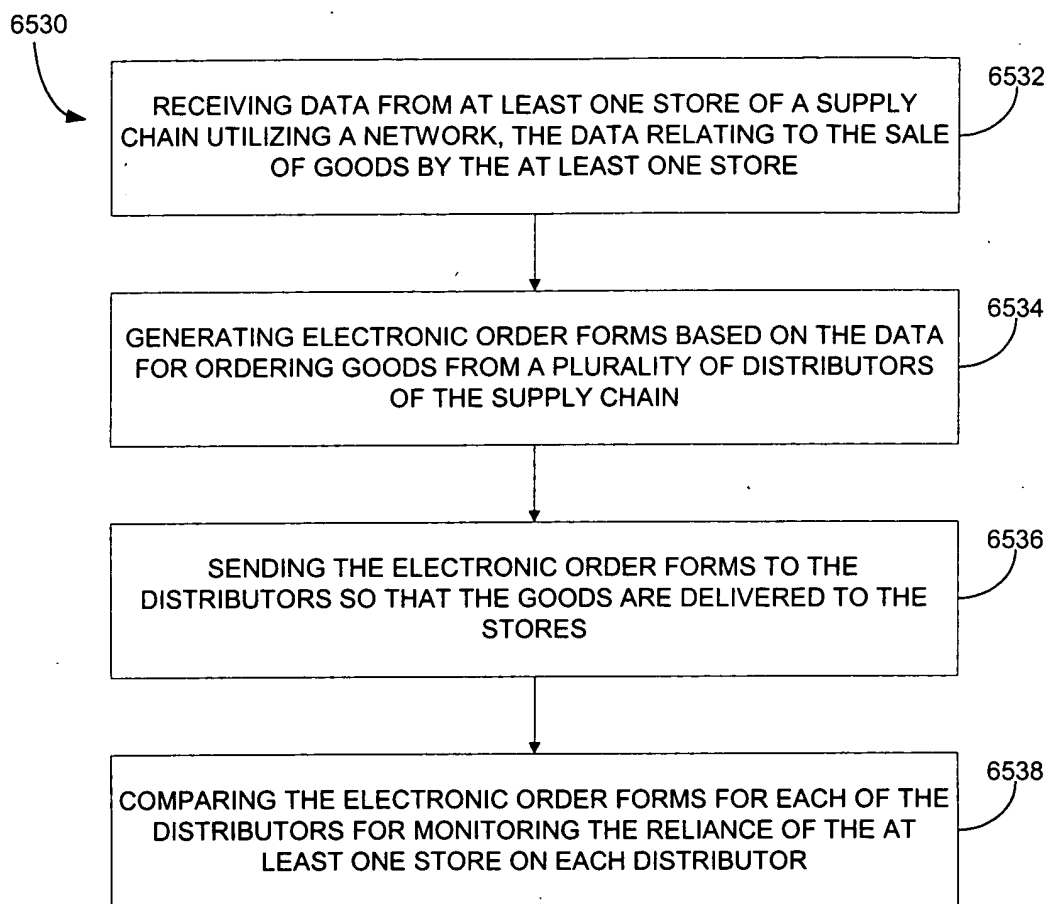


FIG. 63

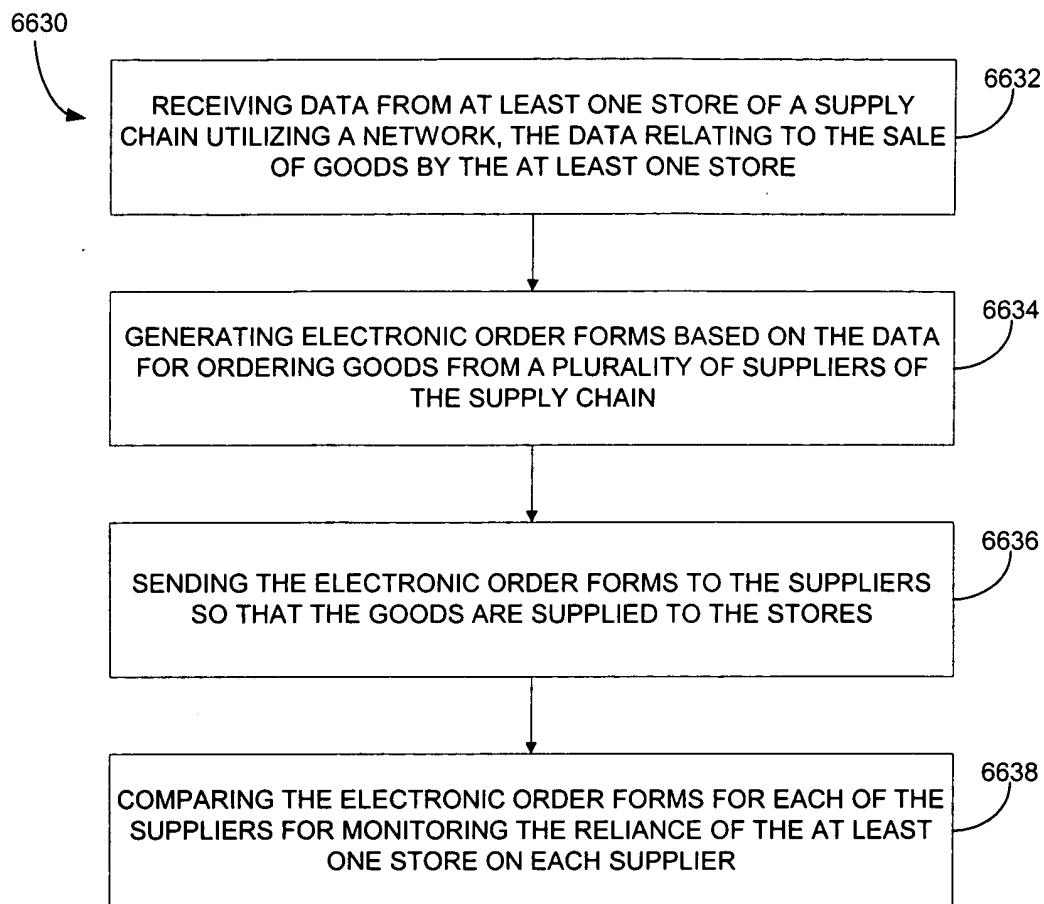


**FIG. 64**

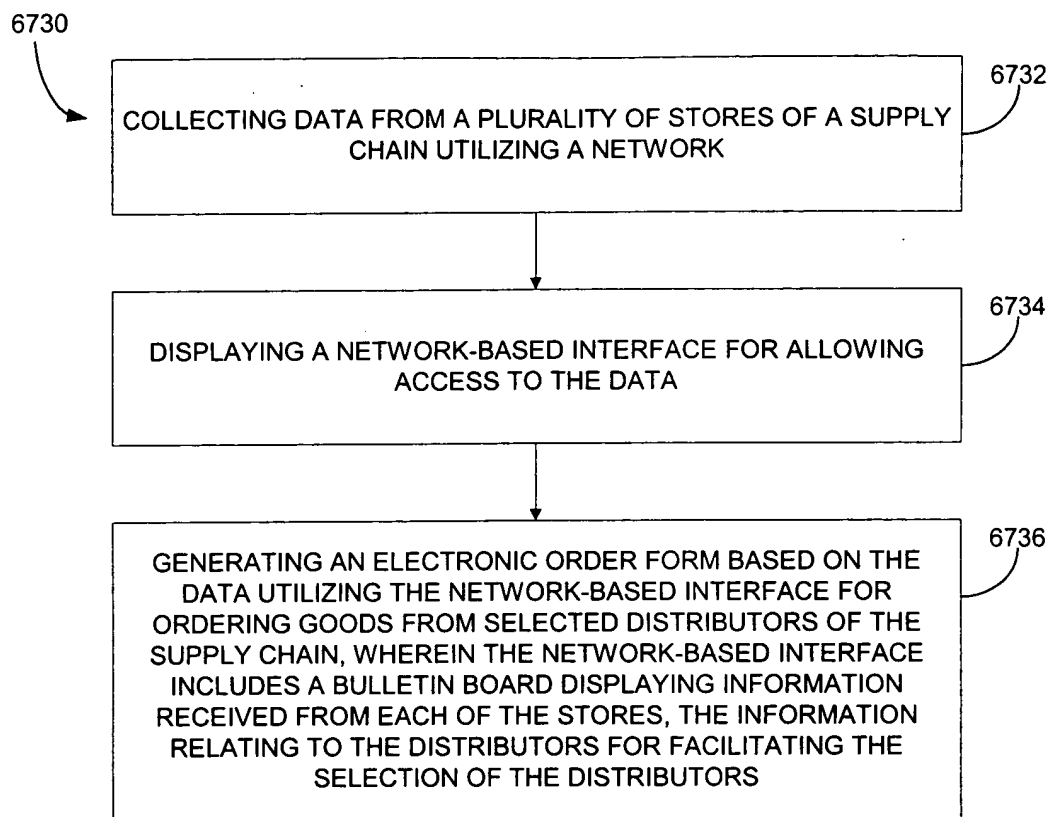




**FIG. 65**

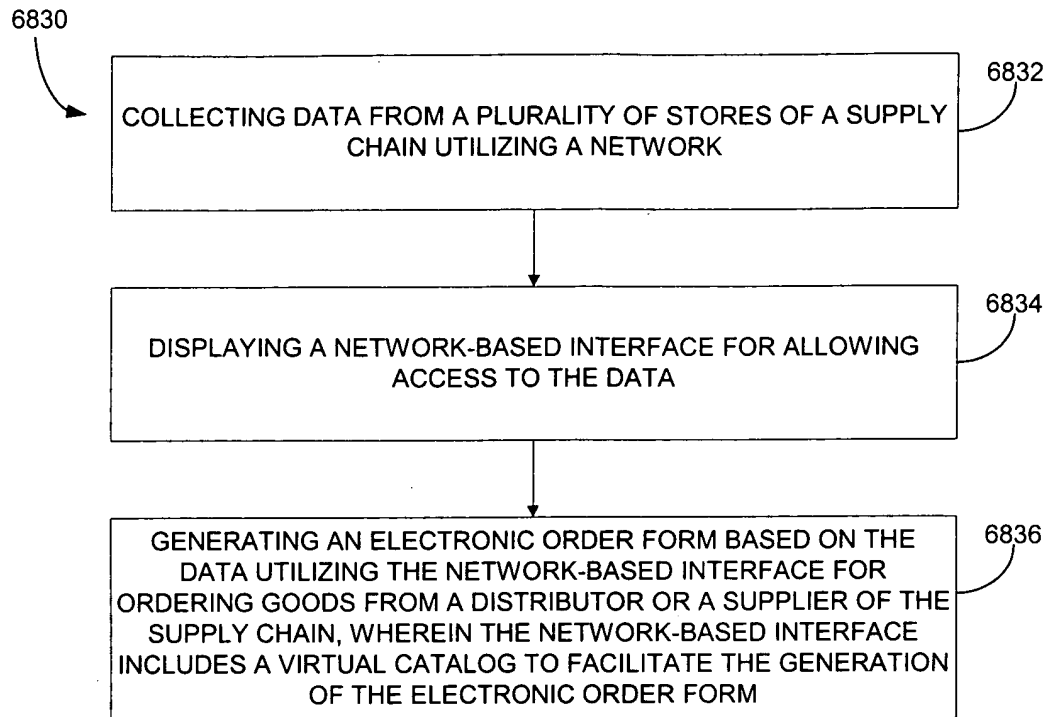


**FIG. 66**



**FIG. 67**

FIG. 68



**FIG. 68**

6900

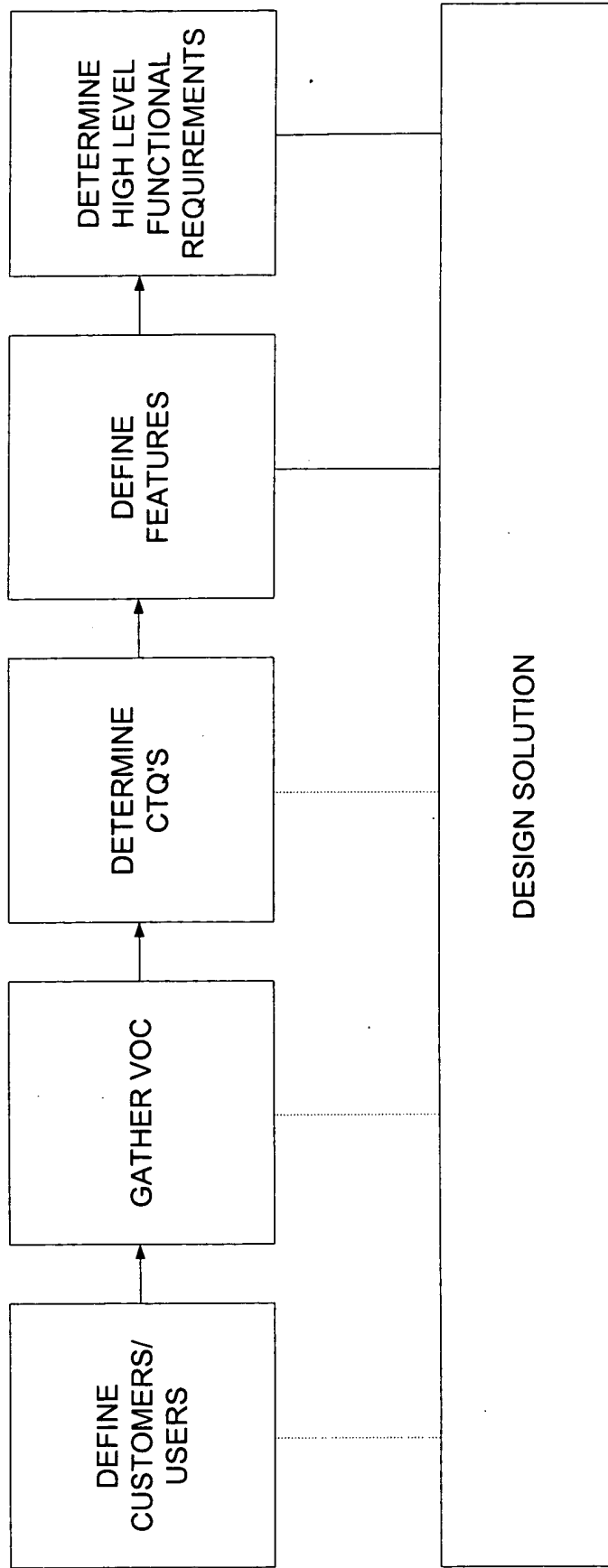


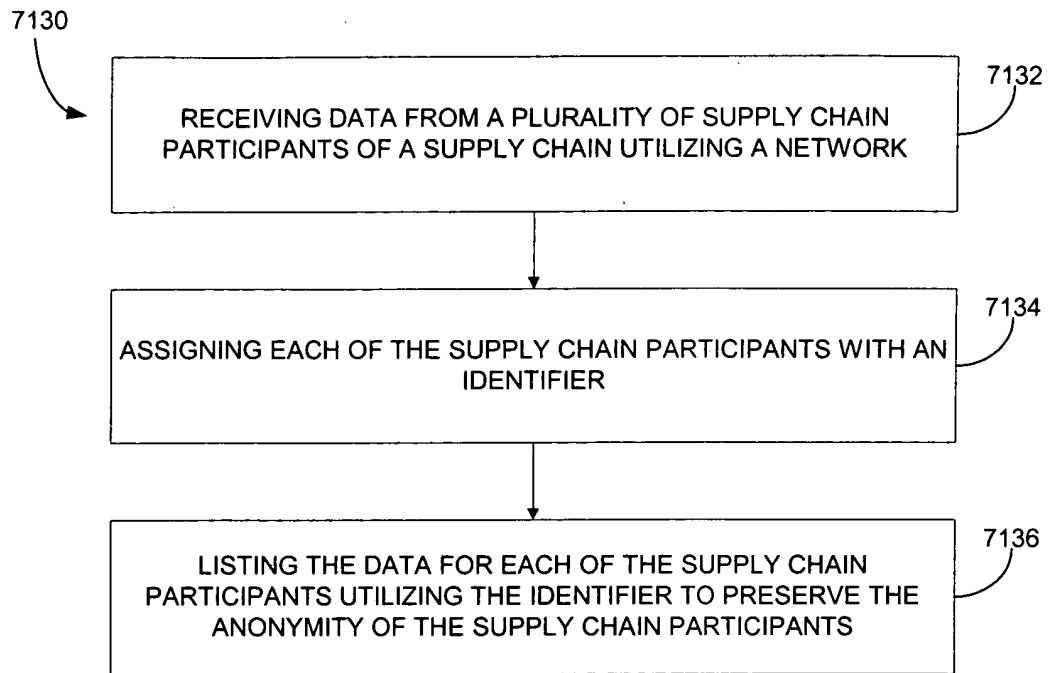
FIG. 69

```

graph TD
    7030 --> 7032[COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES]
    7032 --> 7034[ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE]
    7034 --> 7036[GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN]
    7036 --> 7038[SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK]
    7038 --> 7040[RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK]
    7040 --> 7042[COMPARING THE INVOICES WITH THE ELECTRONIC ORDER FORMS FOR AUDITING THE INVOICES]

```

FIG. 70



**FIG. 71**

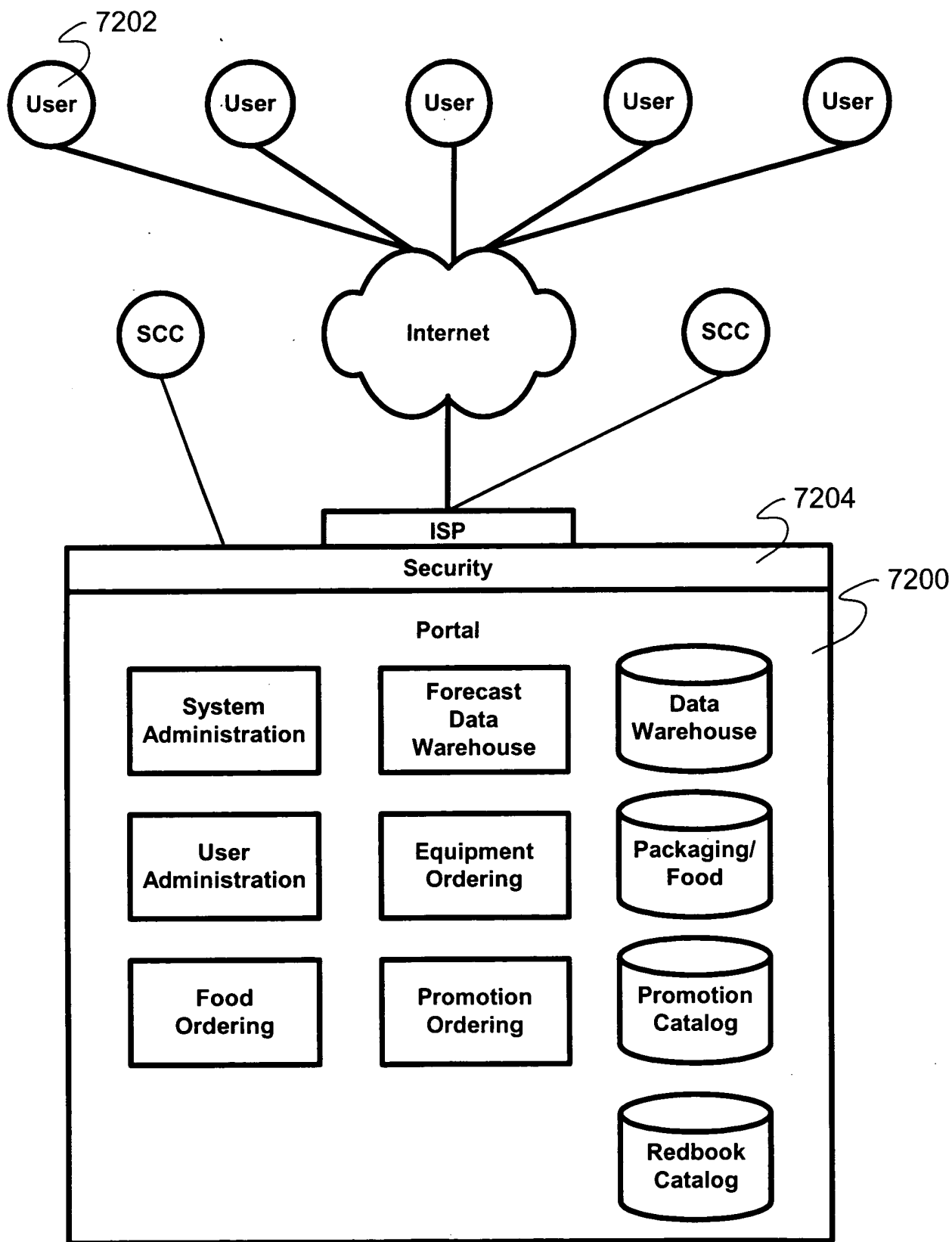


FIG. 72



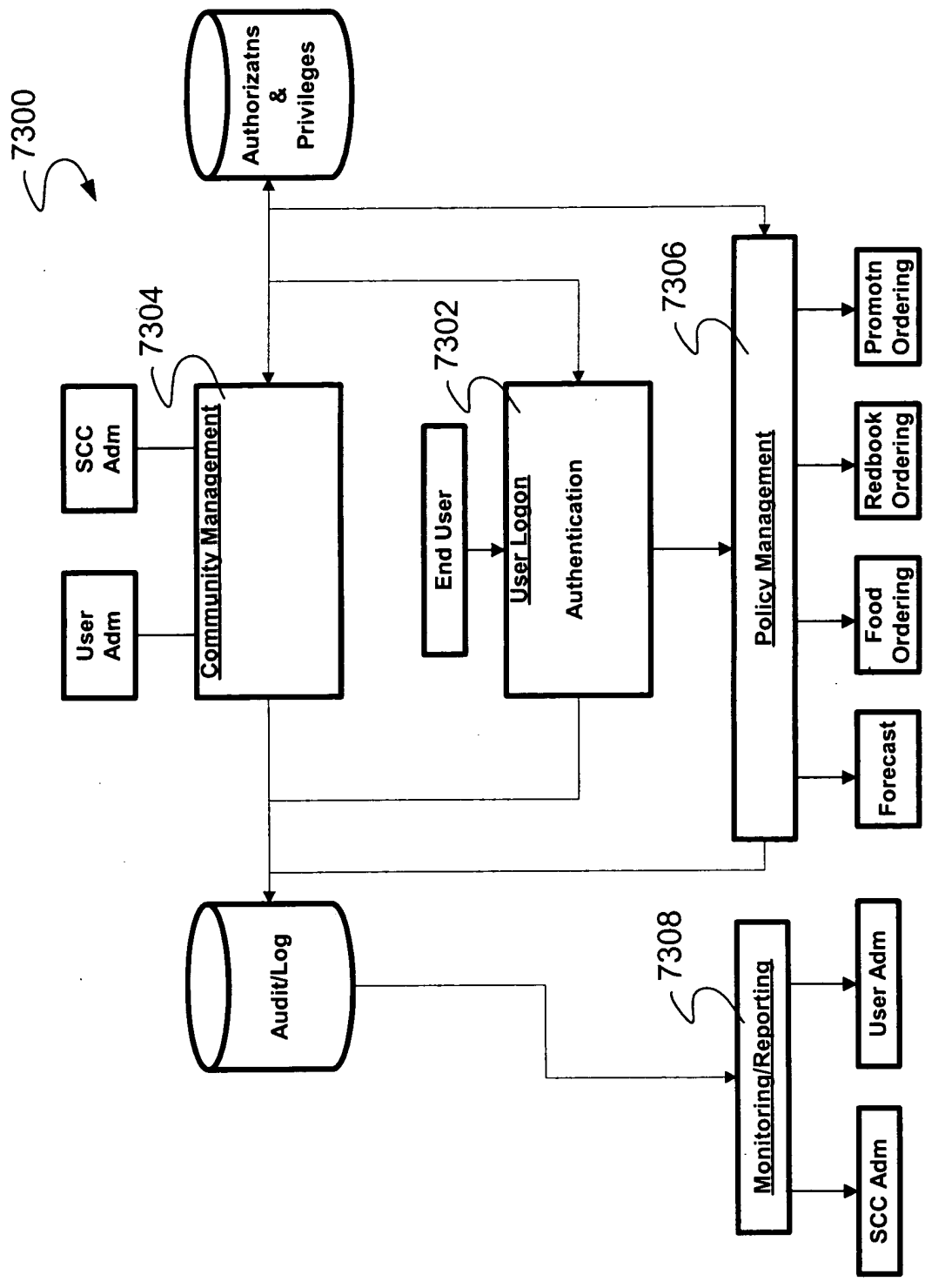


FIG. 73

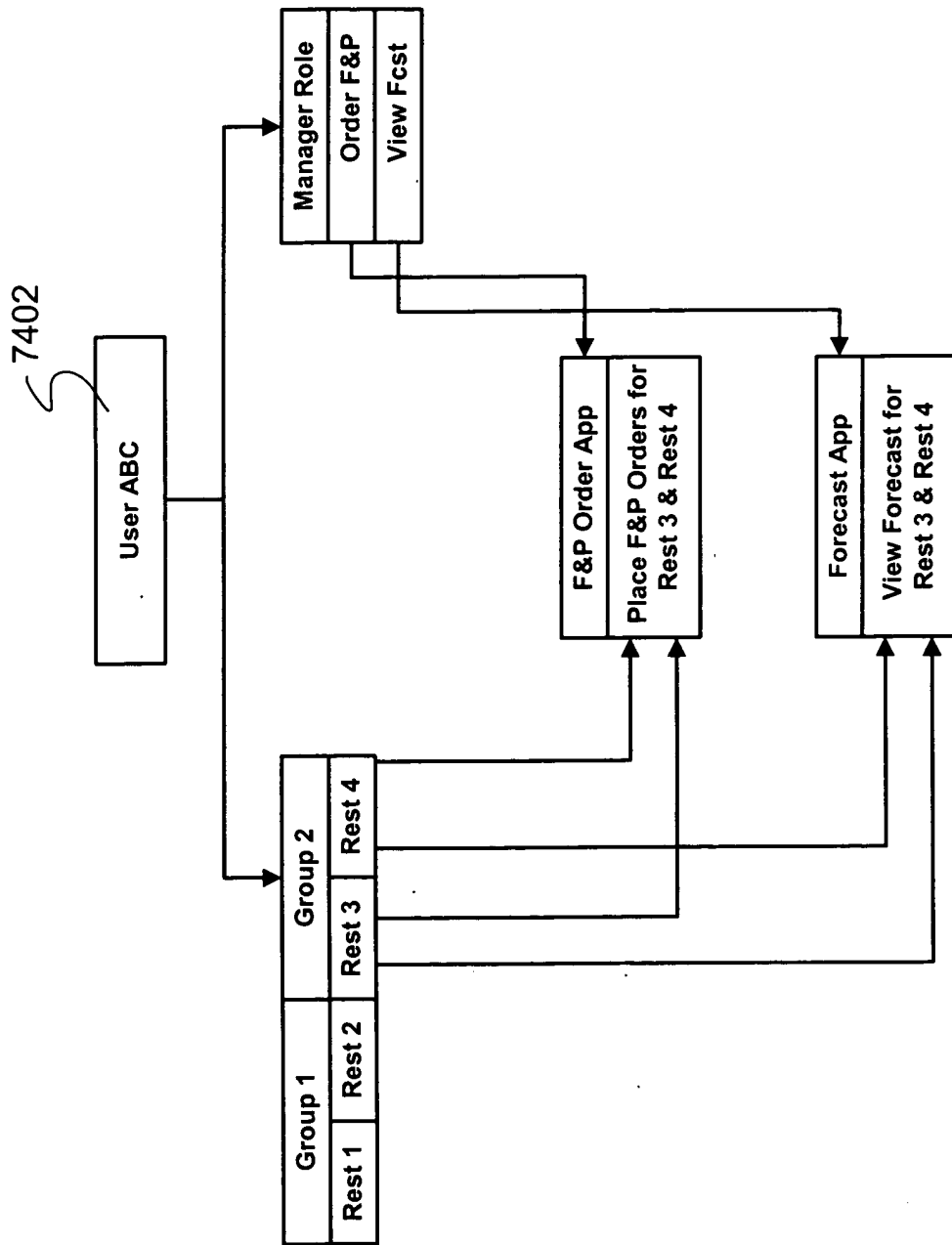


FIG. 74

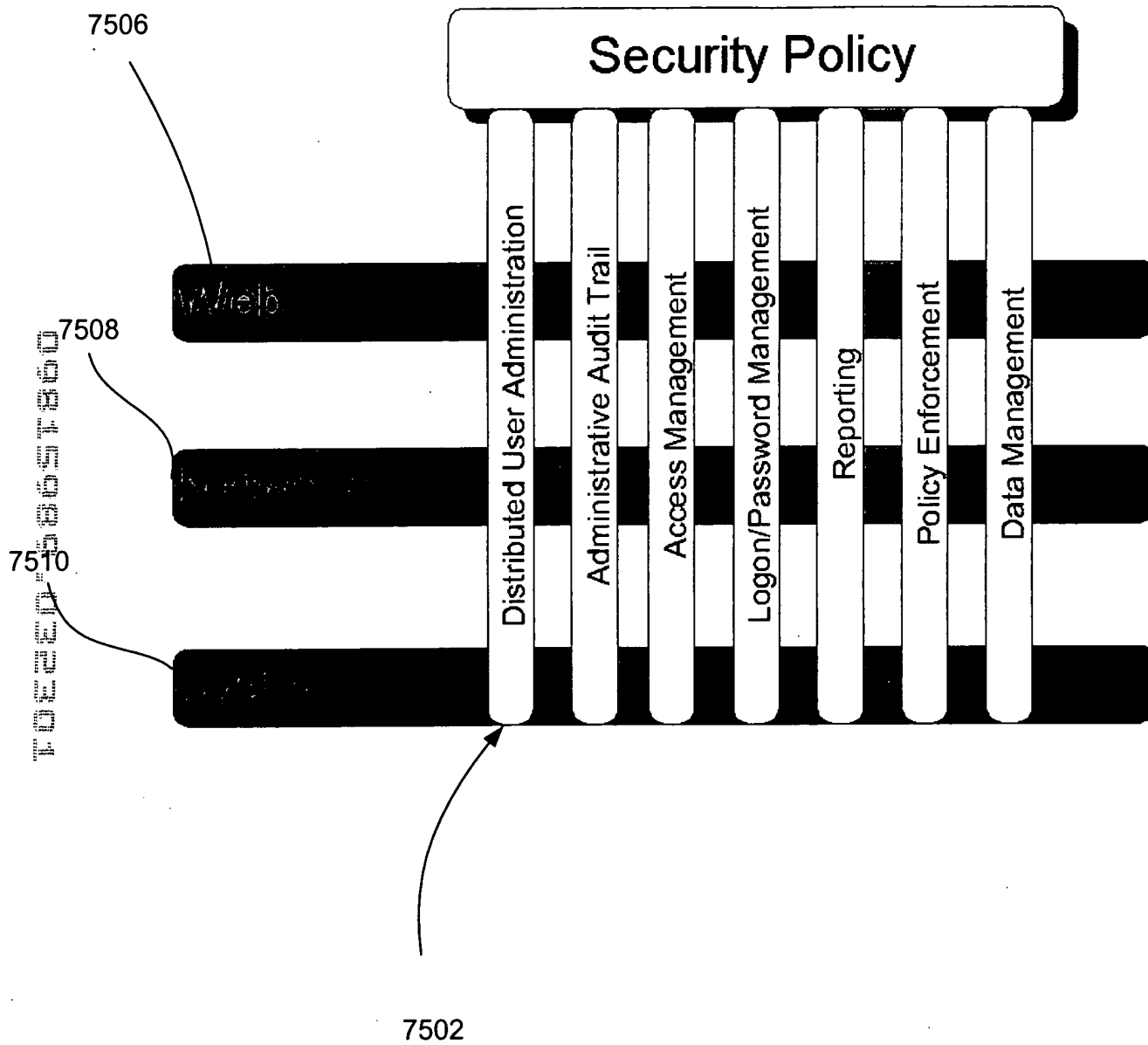


Fig. 75

0001600-0200

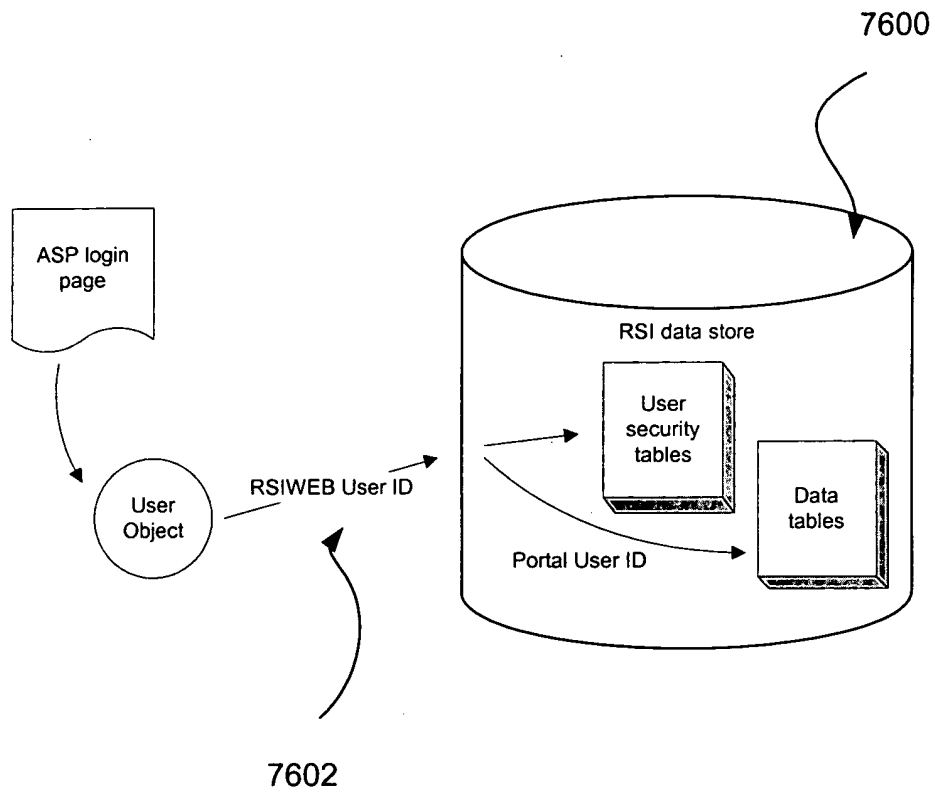


Fig. 76

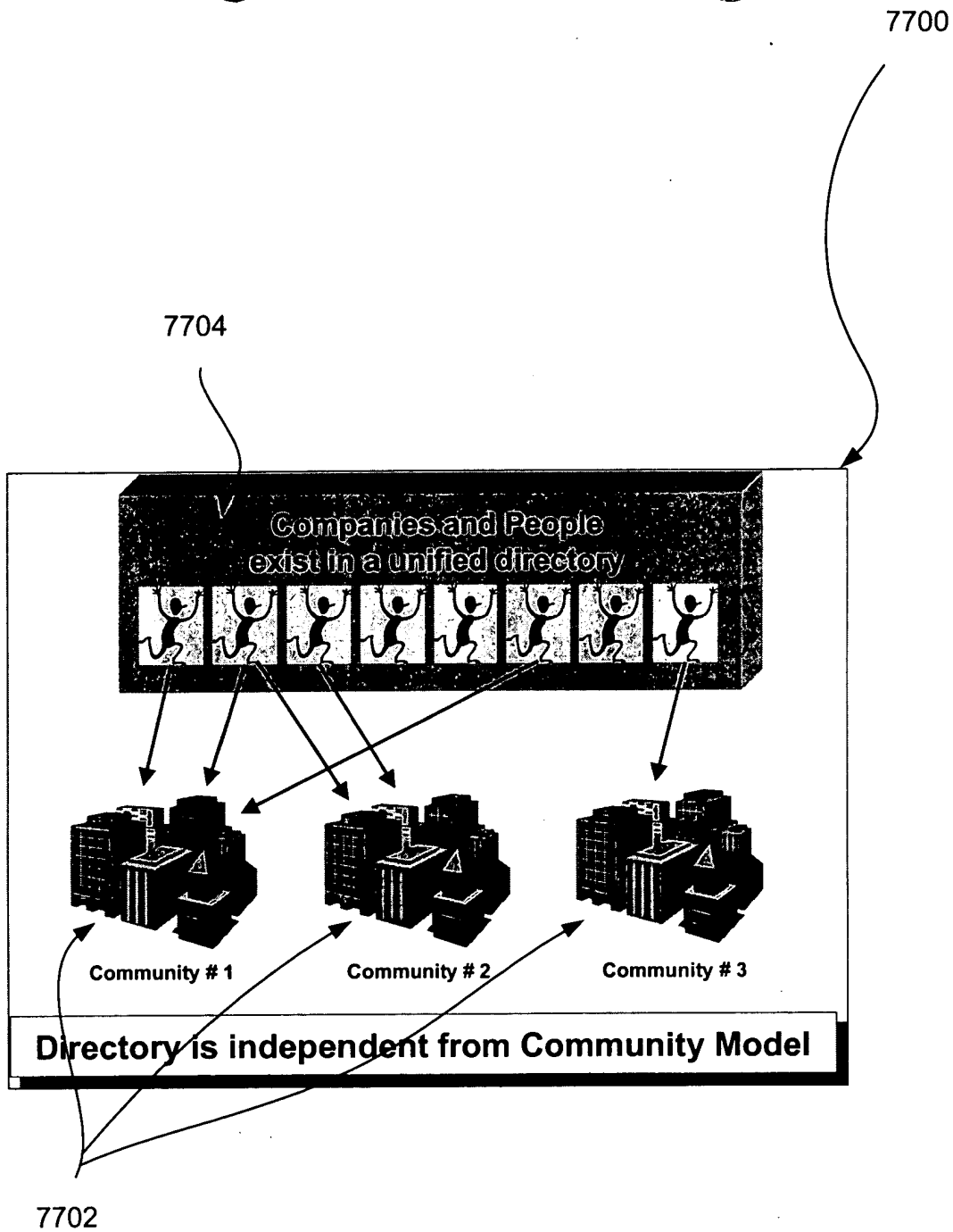


Fig. 77

7800

7802

7804

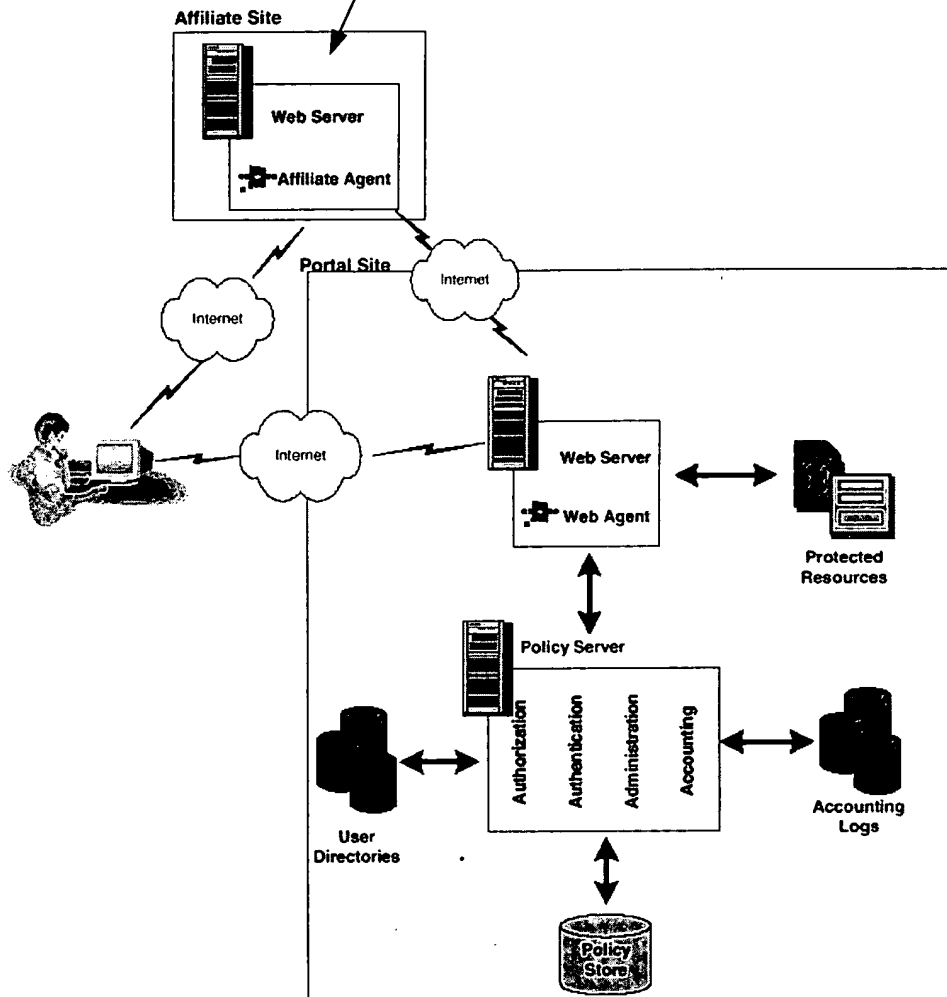


Fig. 78

7900

7902

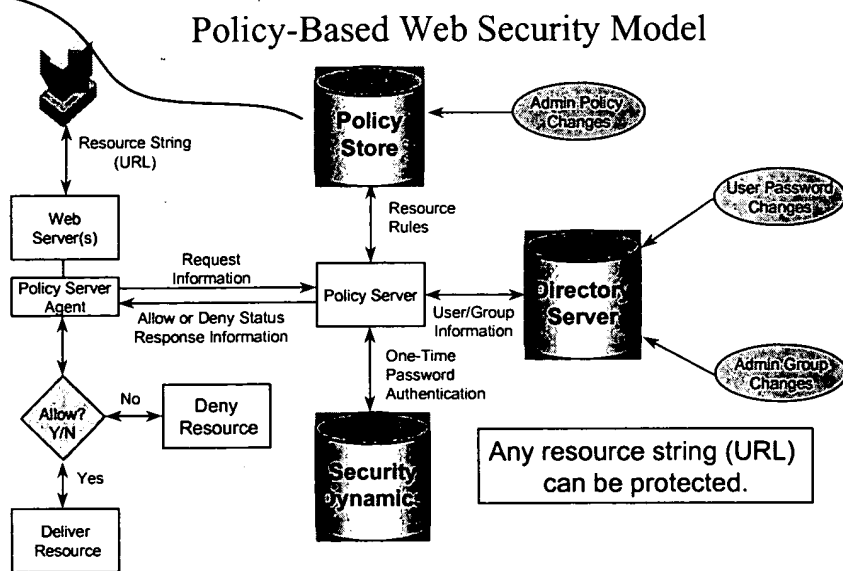
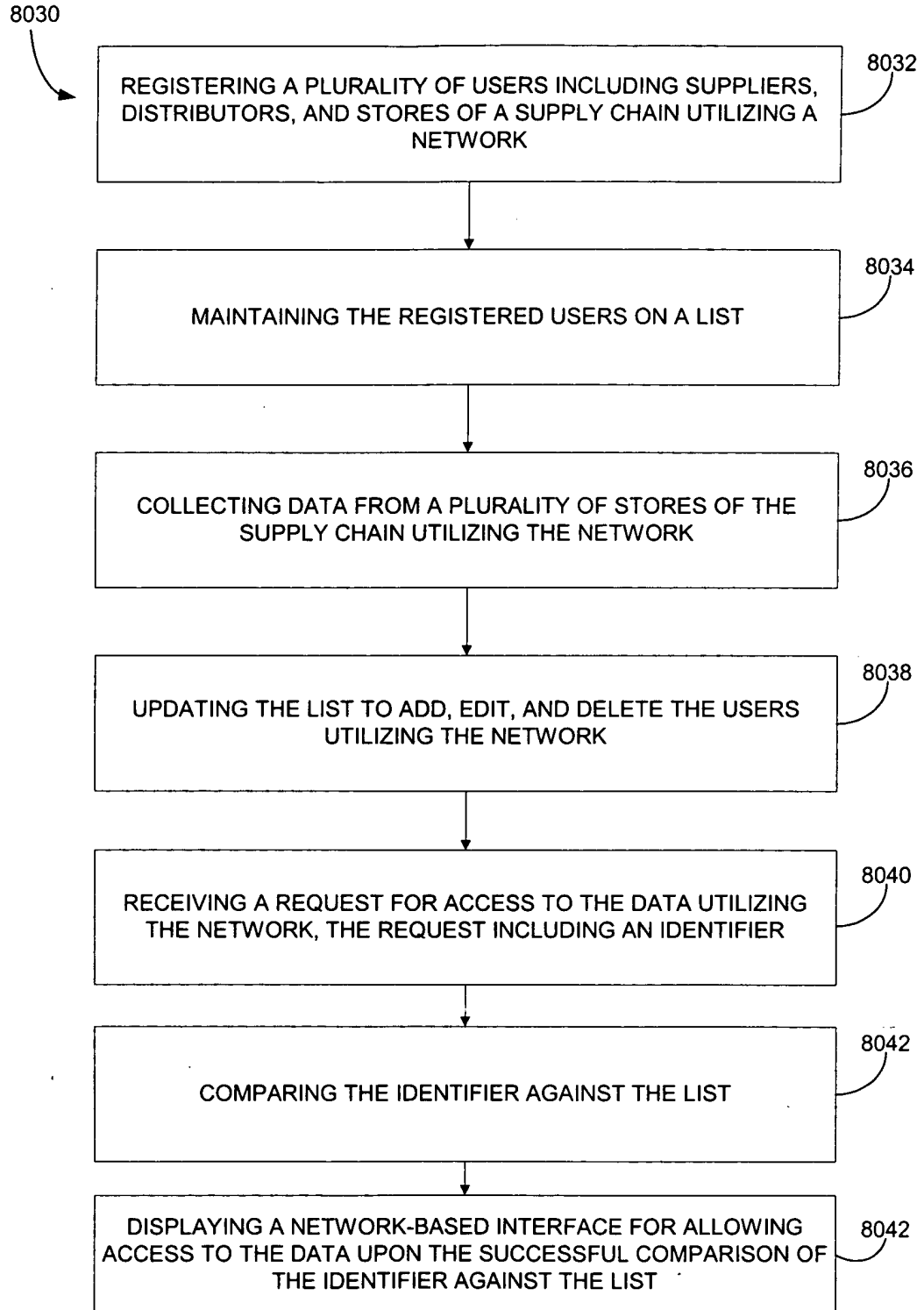
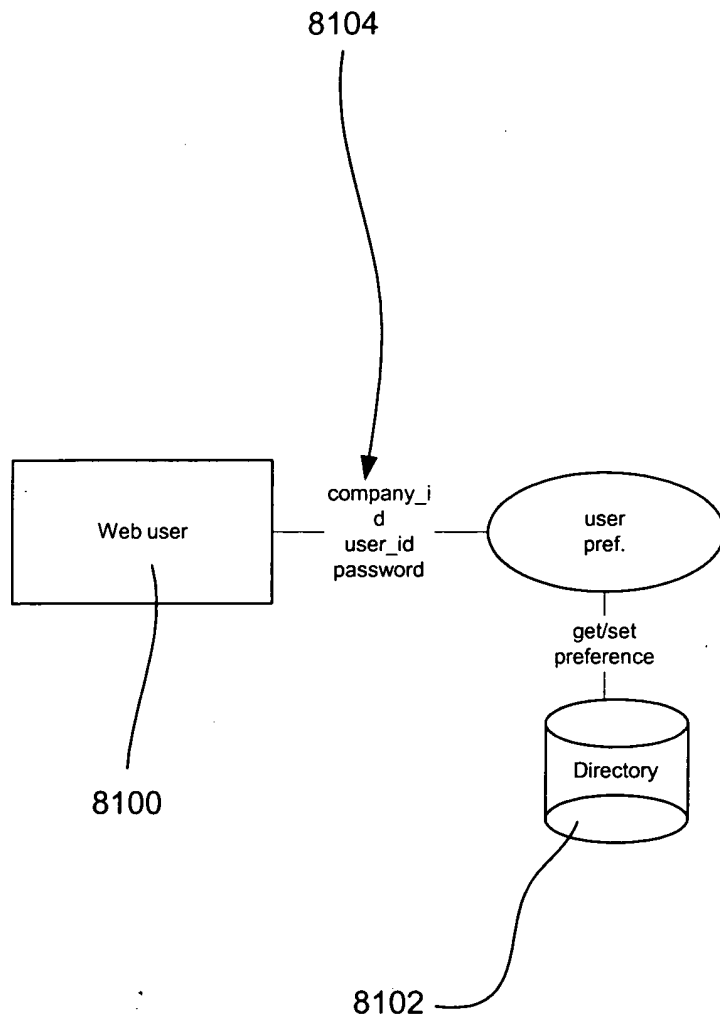


Fig. 79



**FIG. 80**





**Fig. 81**

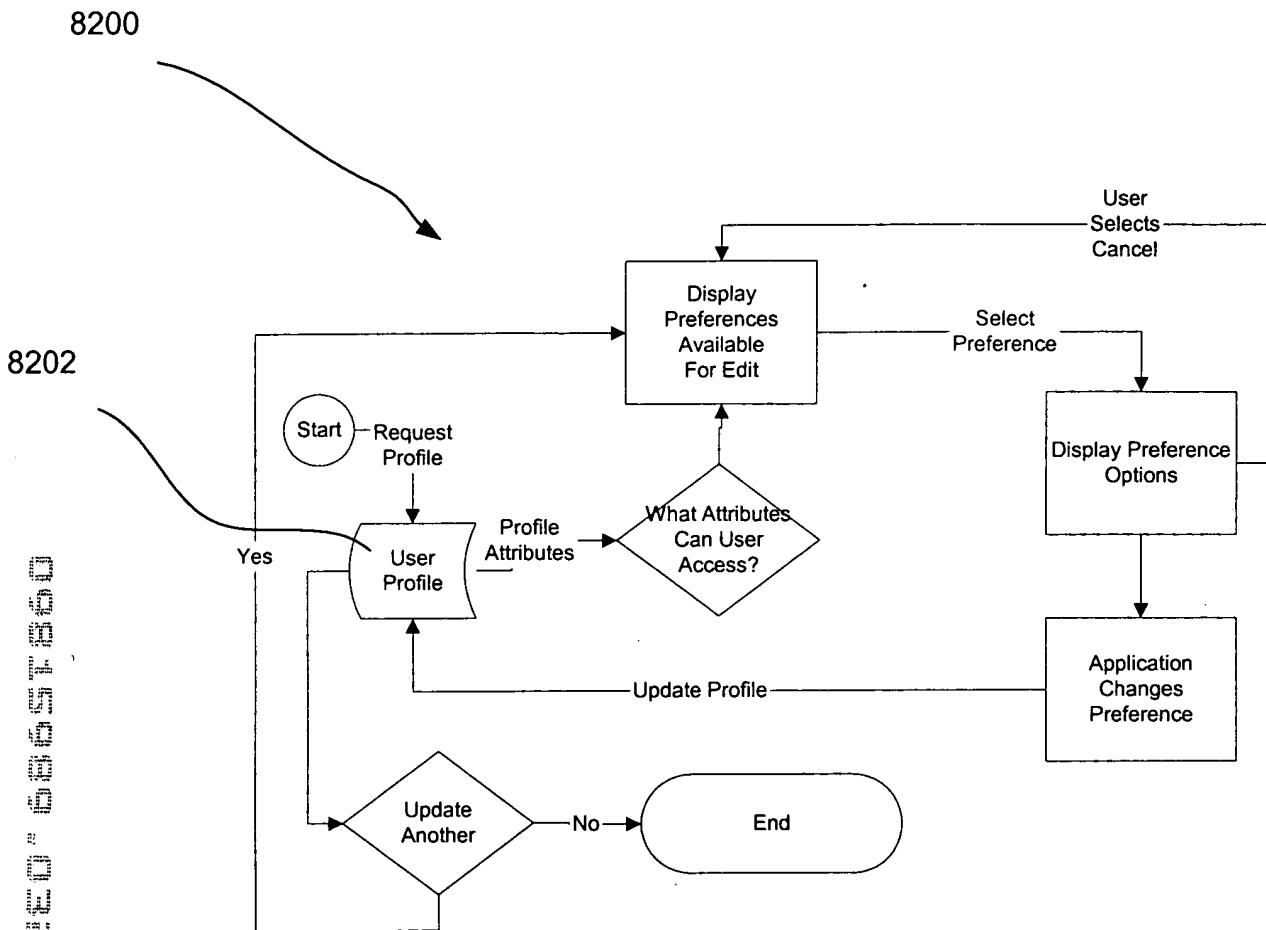
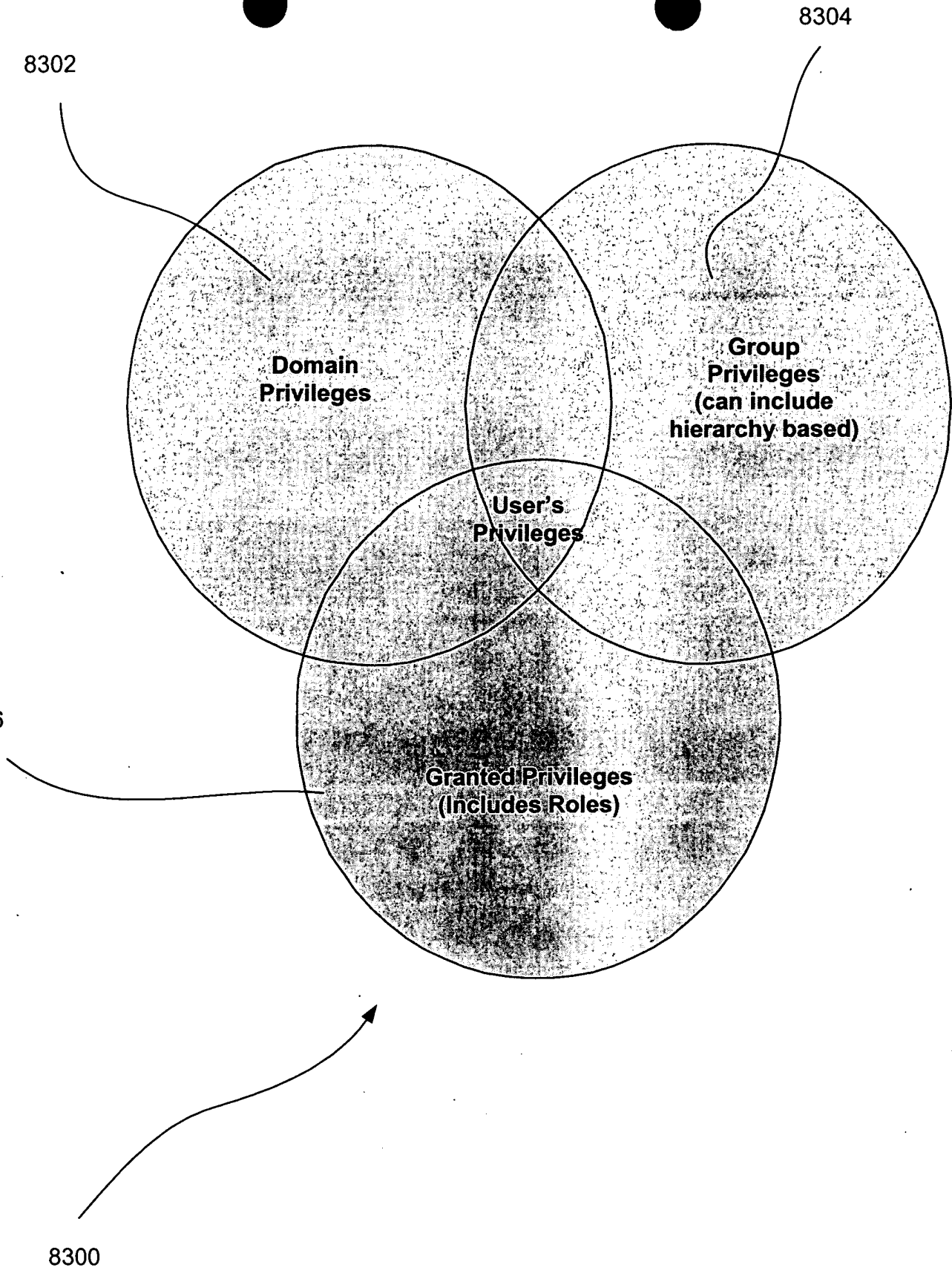
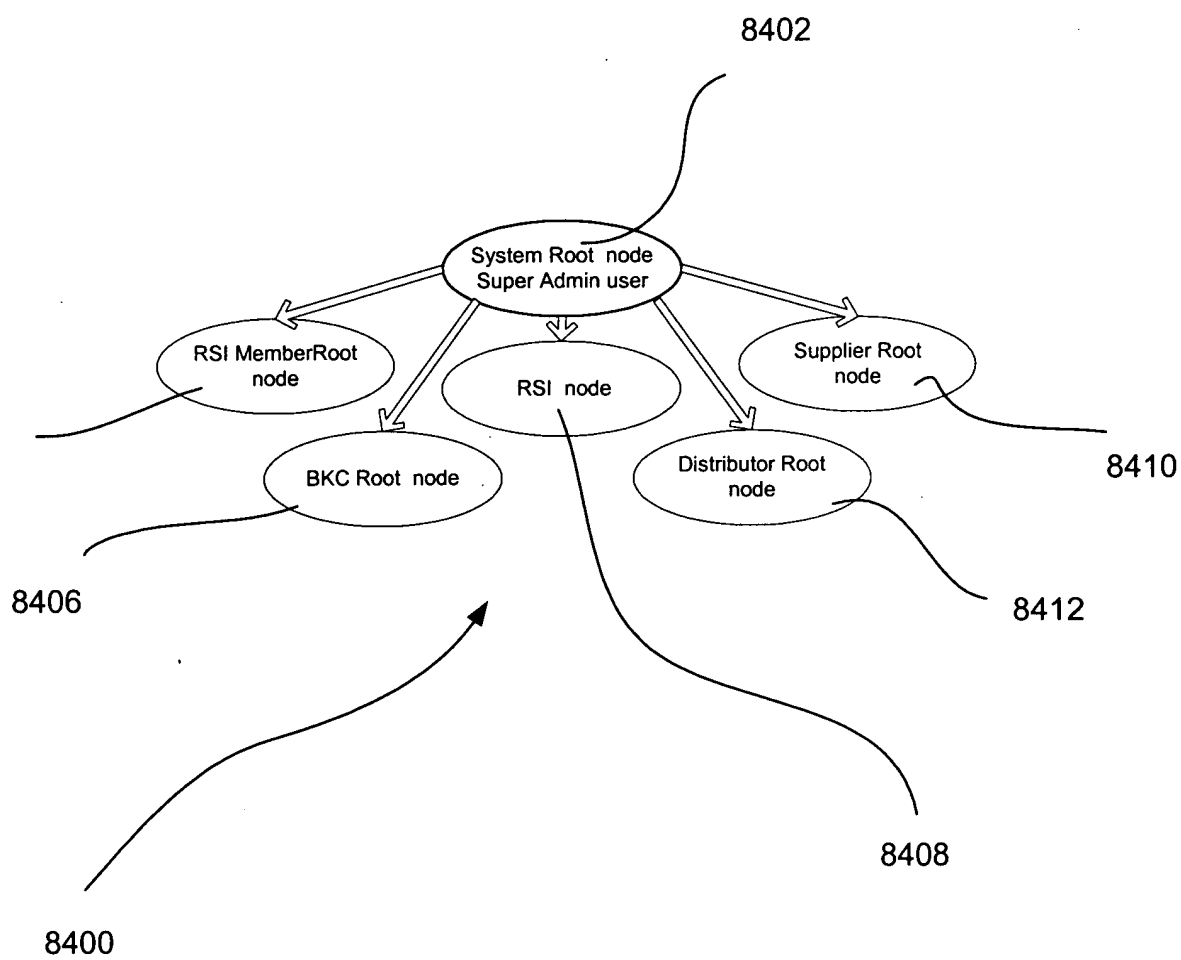


Fig. 82

FIG. 83



**Fig. 83**



**Fig. 84**

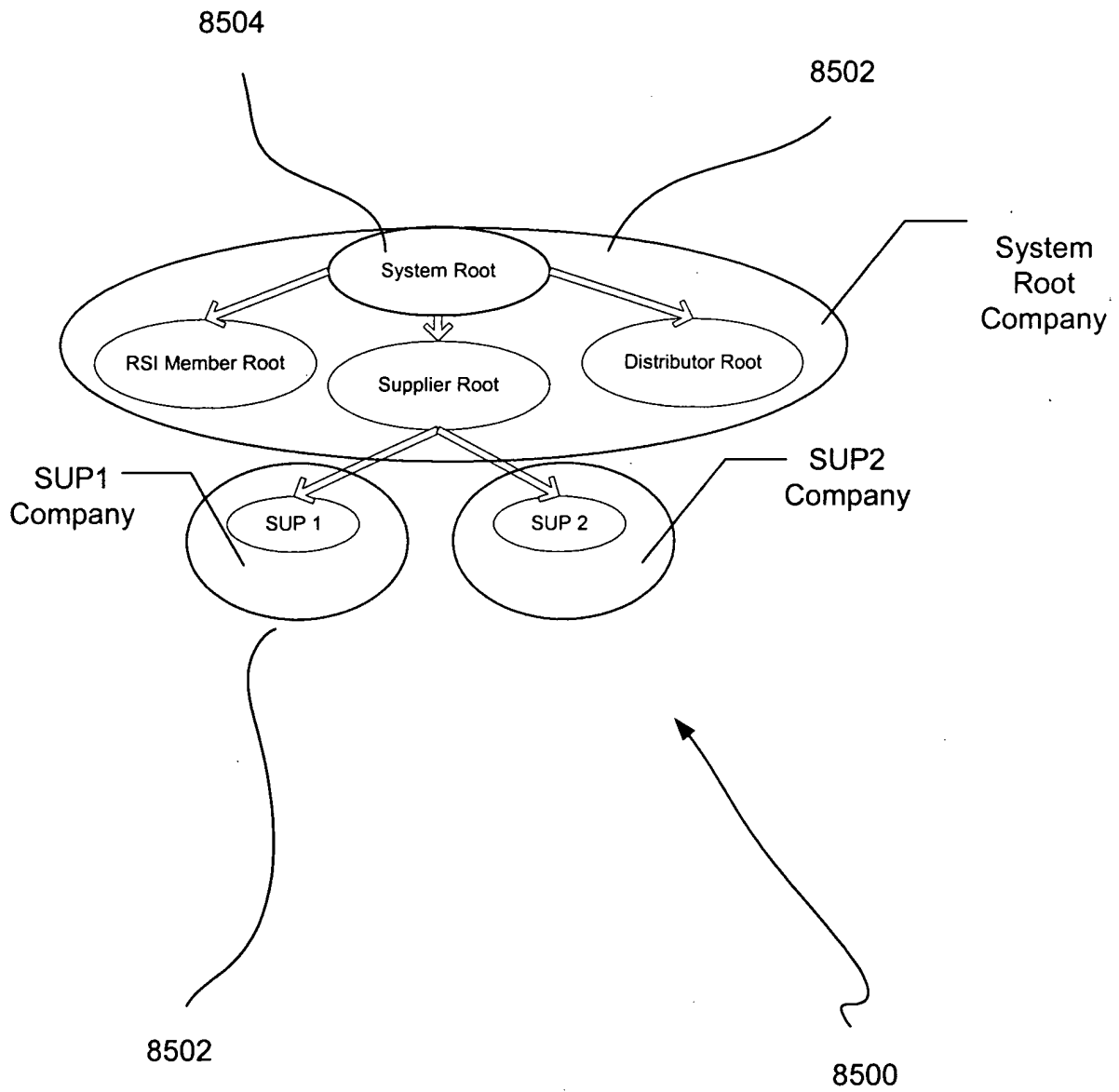


Fig. 85

8600

02

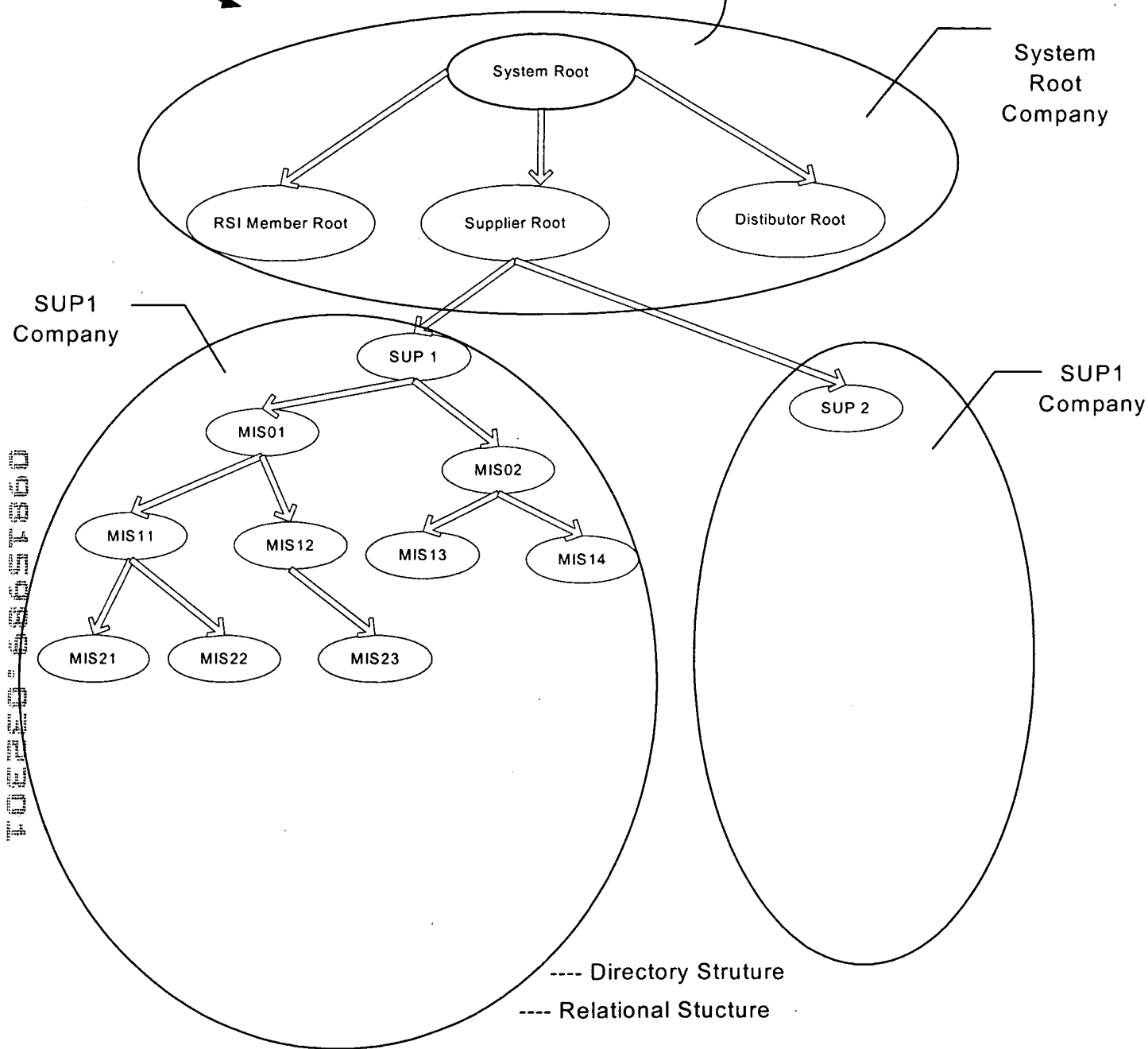


Fig. 86

## Group Hierarchy Management: Data Flow

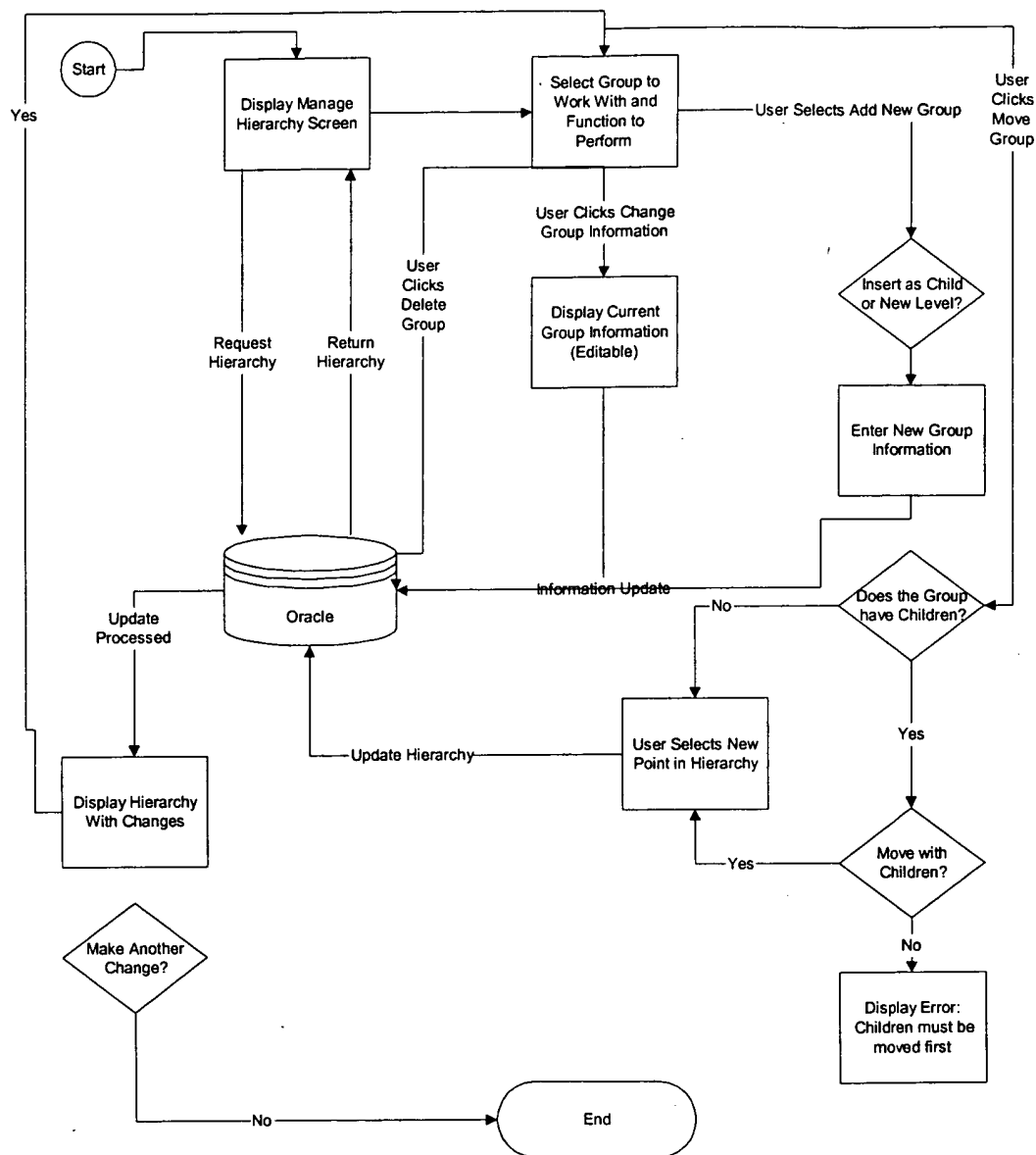


Fig. 87

8800

8804

8802

8800

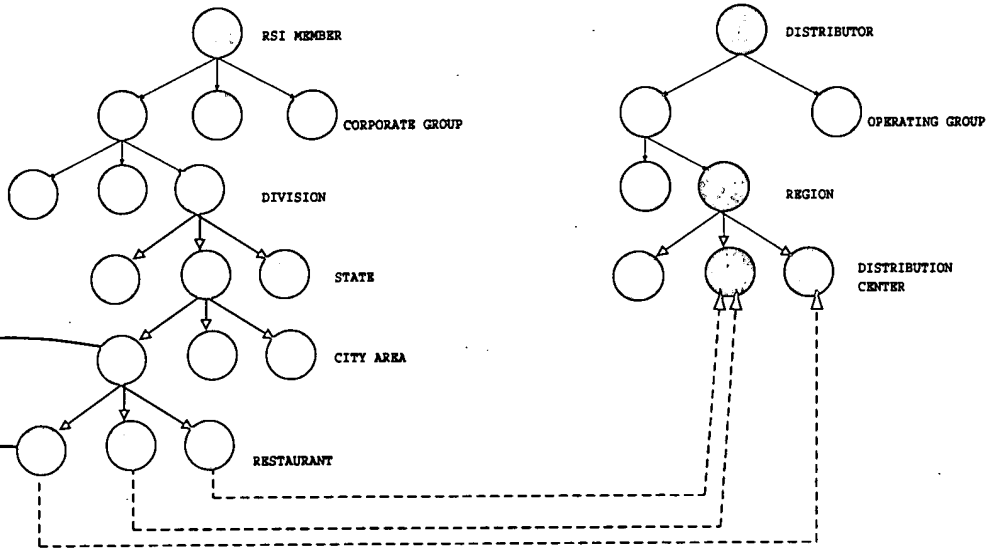


Fig. 88



8902

FIG. 89

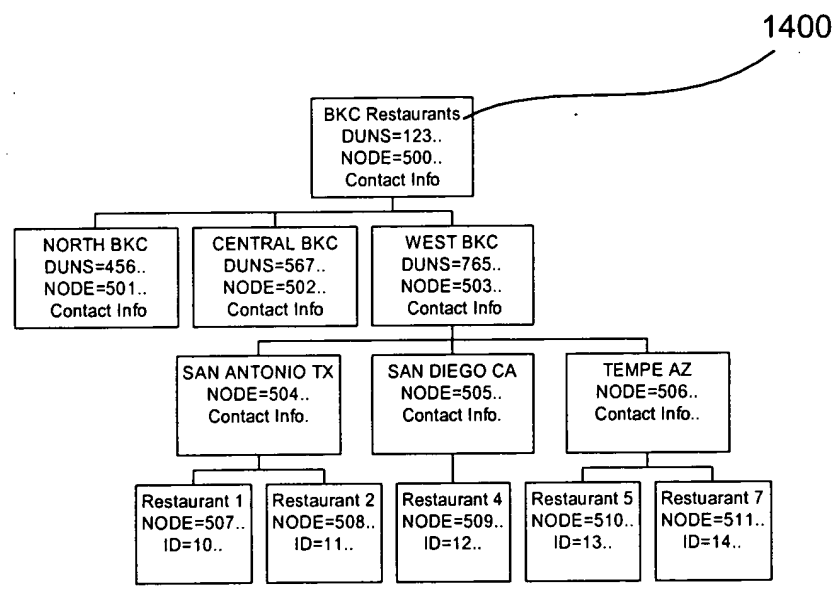
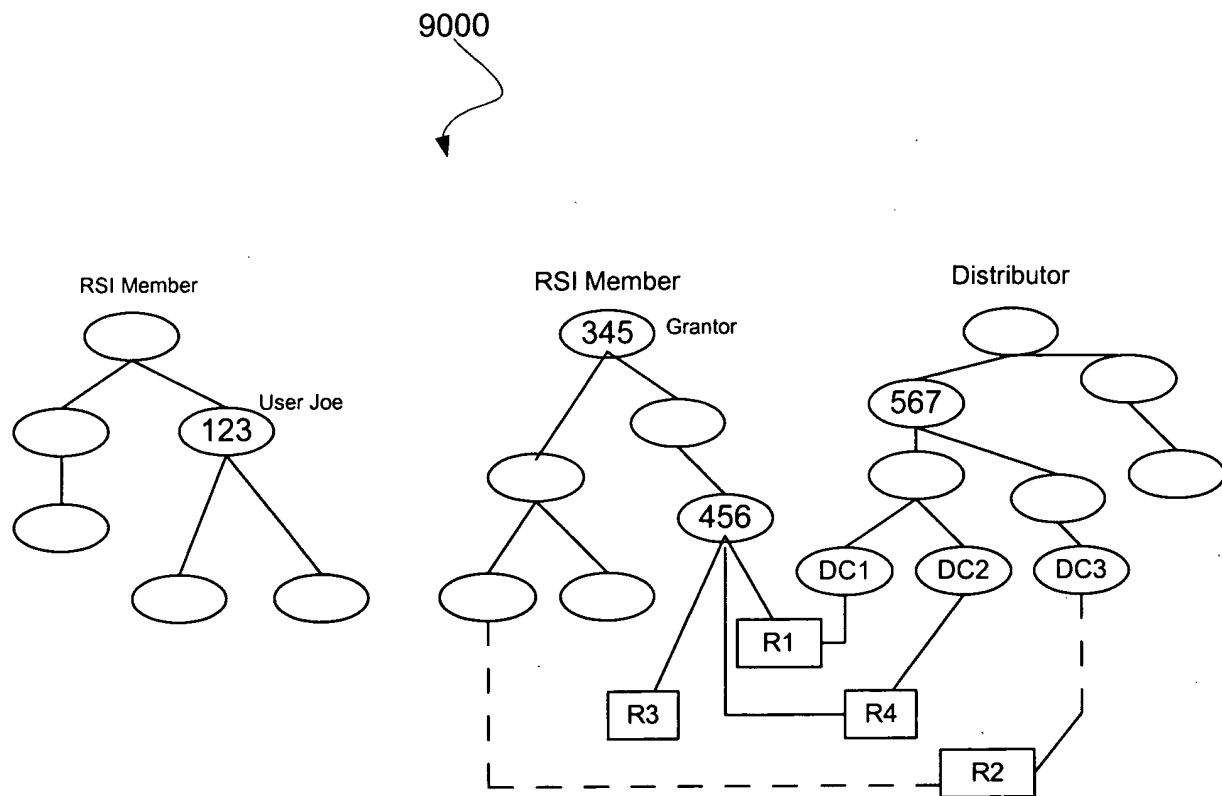


Fig. 89

782272  
 652772  
 642772  
 632772  
 622772  
 612772  
 602772  
 592772  
 582772  
 572772  
 562772  
 552772  
 542772  
 532772  
 522772  
 512772  
 502772  
 492772  
 482772  
 472772  
 462772  
 452772  
 442772  
 432772  
 422772  
 412772  
 402772  
 392772  
 382772  
 372772  
 362772  
 352772  
 342772  
 332772  
 322772  
 312772  
 302772  
 292772  
 282772  
 272772  
 262772  
 252772  
 242772  
 232772  
 222772  
 212772  
 202772  
 192772  
 182772  
 172772  
 162772  
 152772  
 142772  
 132772  
 122772  
 112772  
 102772  
 92772  
 82772  
 72772  
 62772  
 52772  
 42772  
 32772  
 22772  
 12772  
 2772  
 772  
 272  
 72  
 22  
 12  
 2  
 1



**FIG. 90**

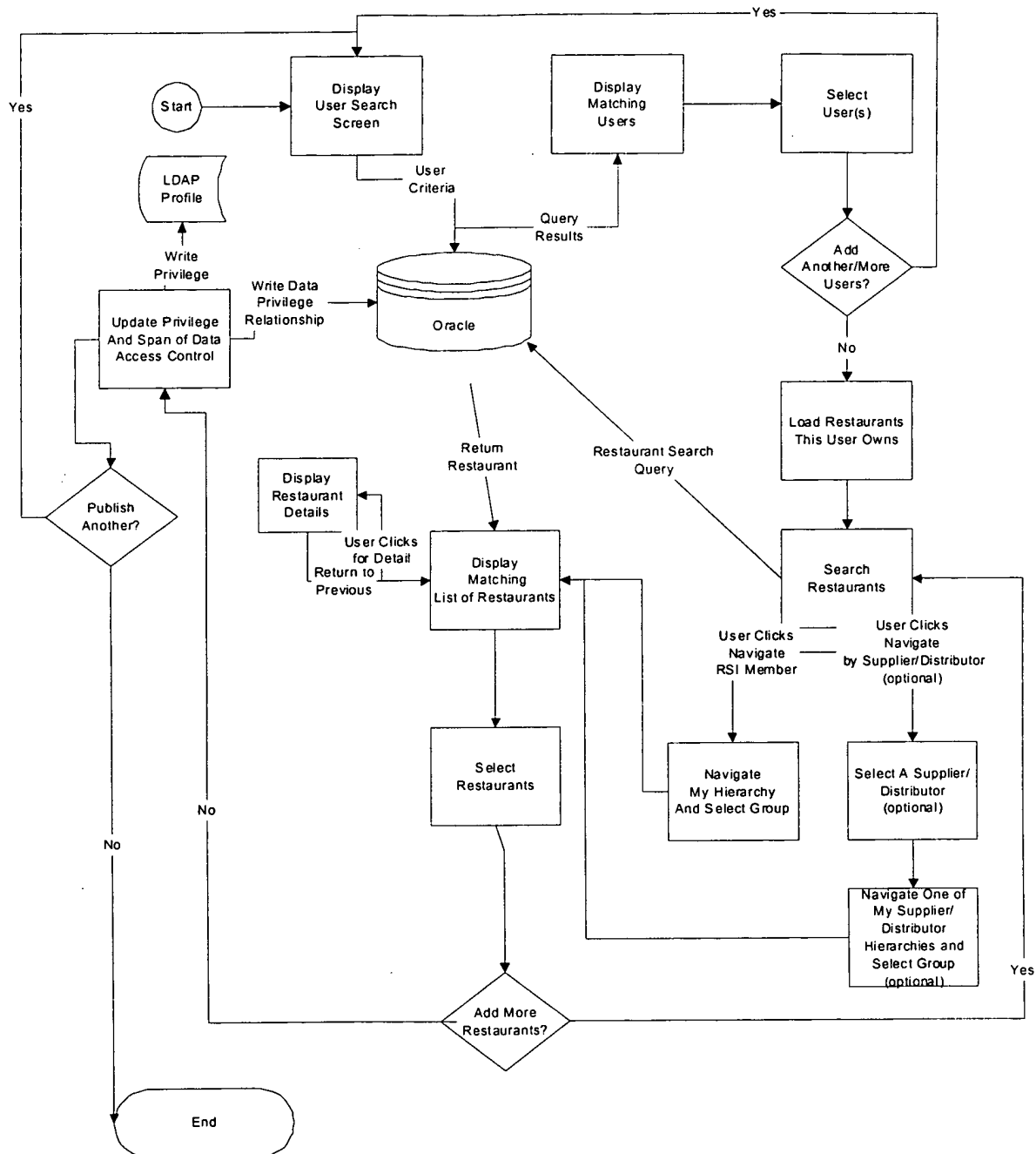
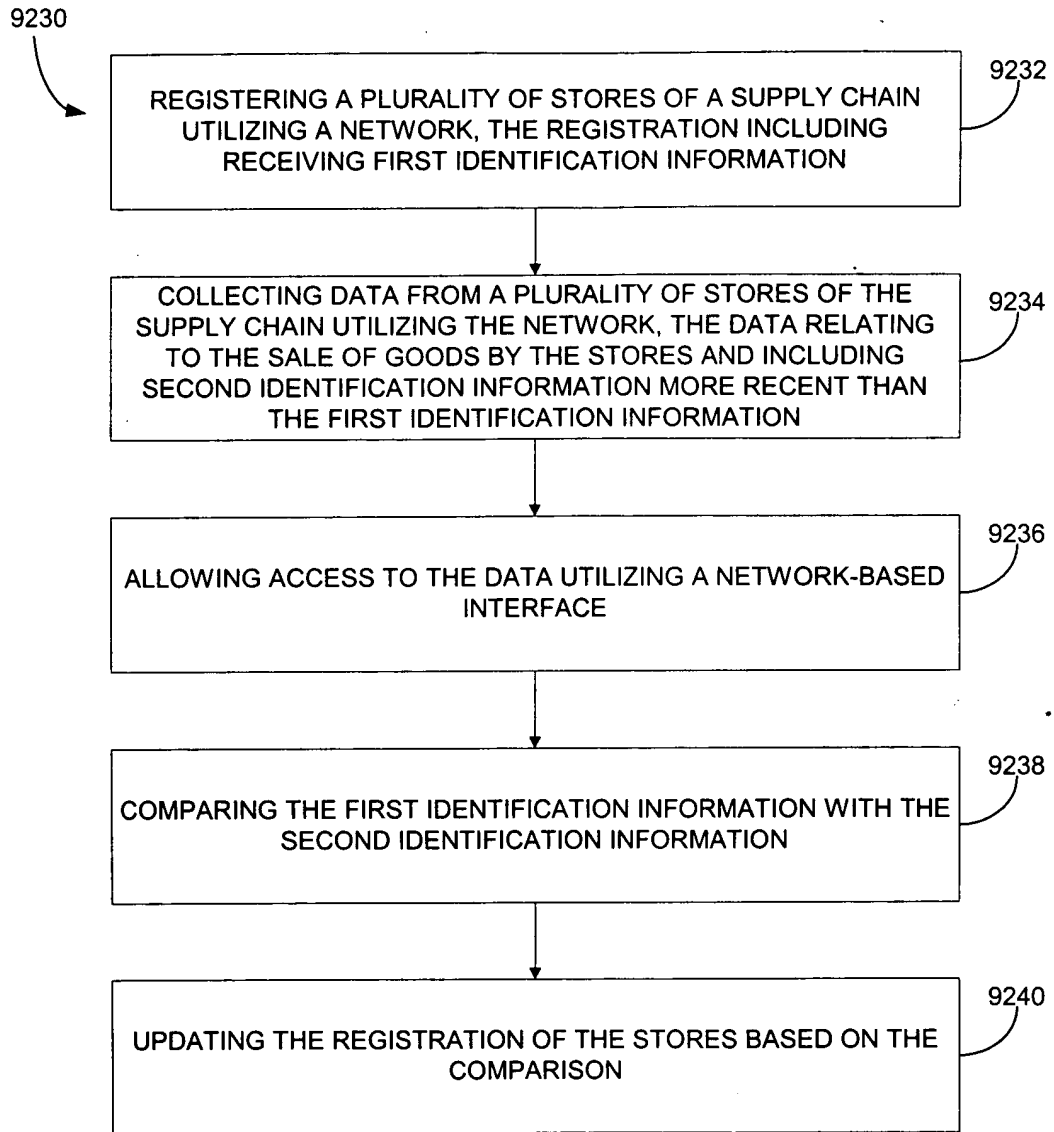


Fig. 91



**FIG. 92**

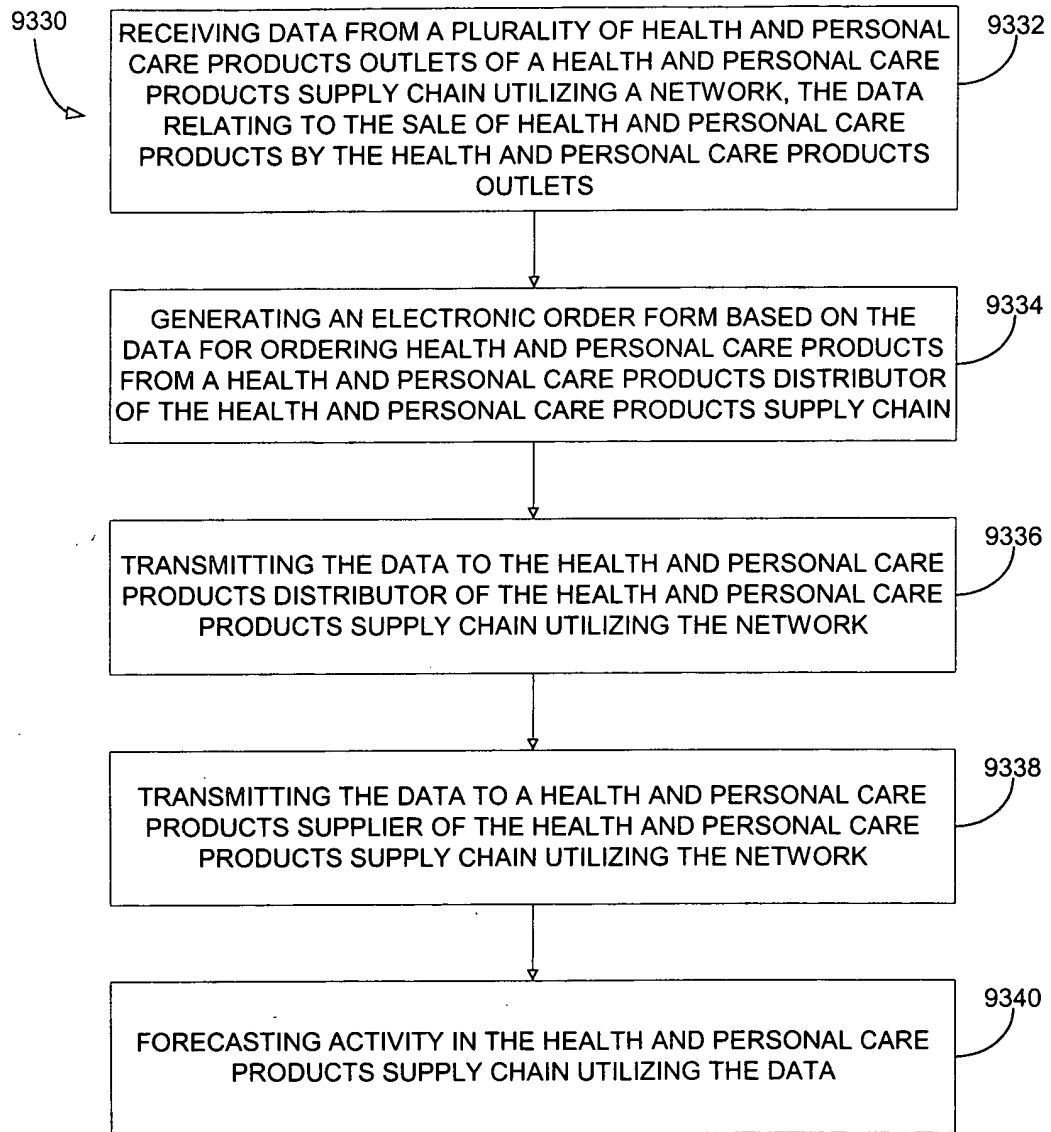


FIG. 93

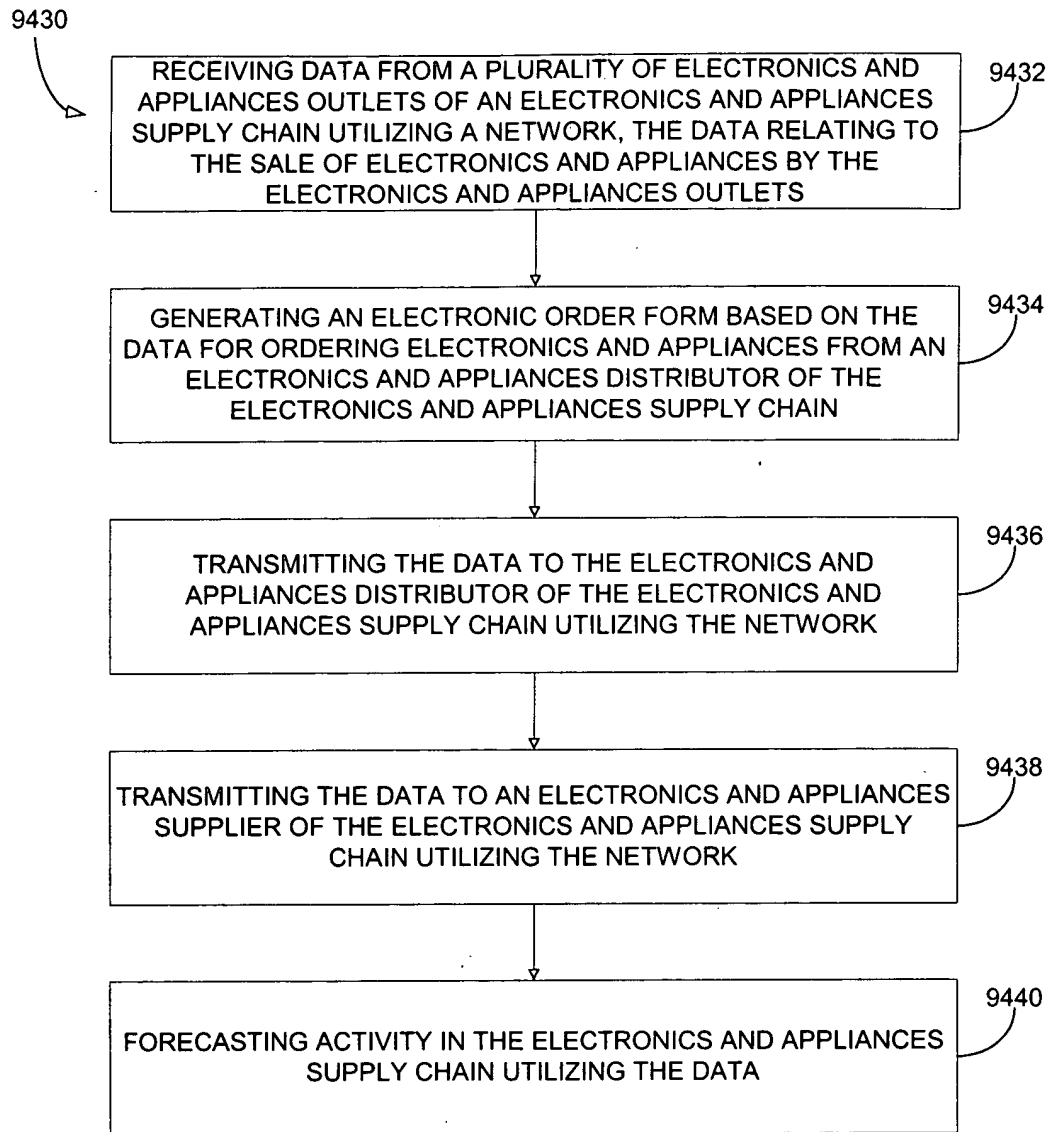


FIG. 94

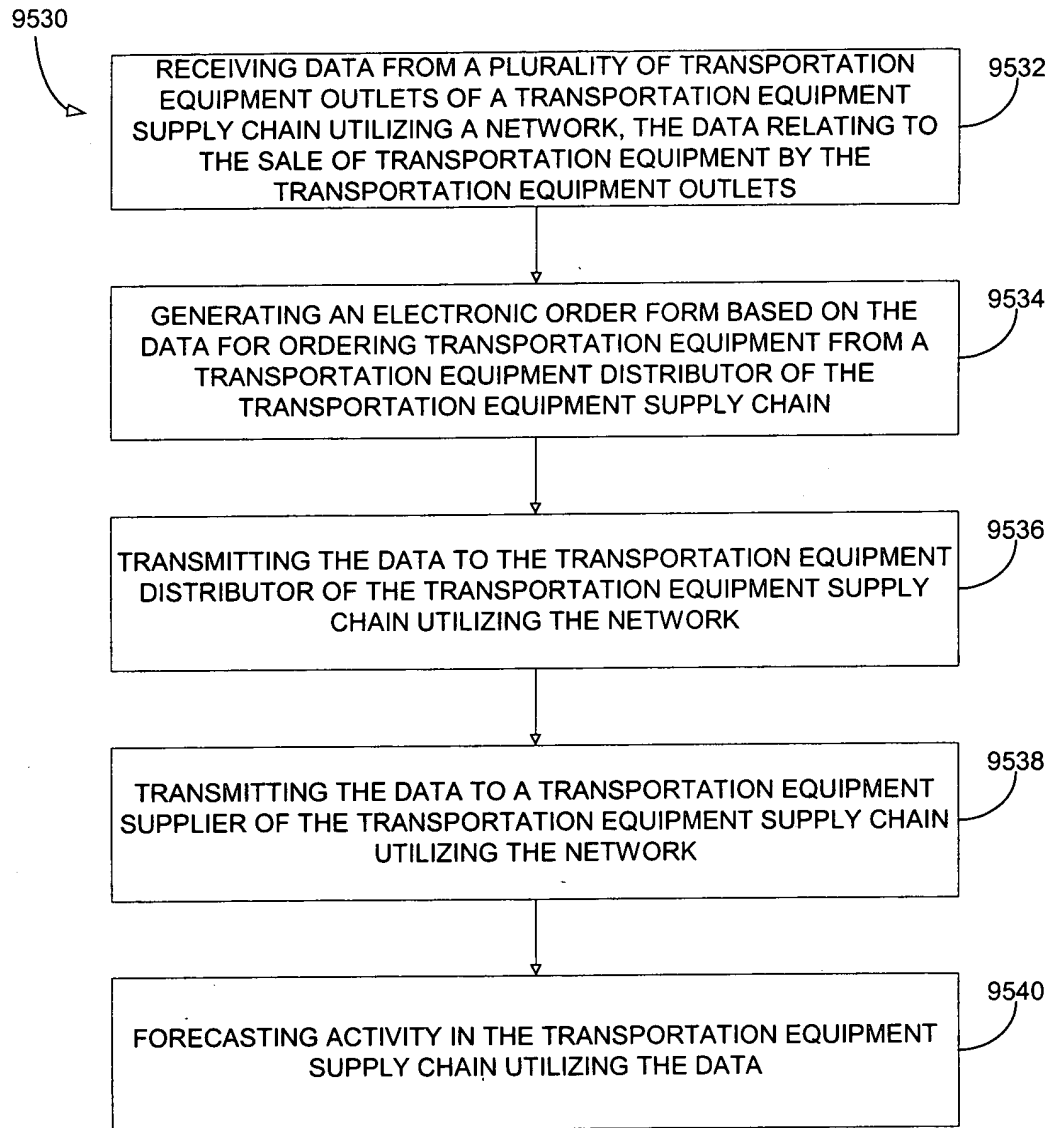


FIG. 95

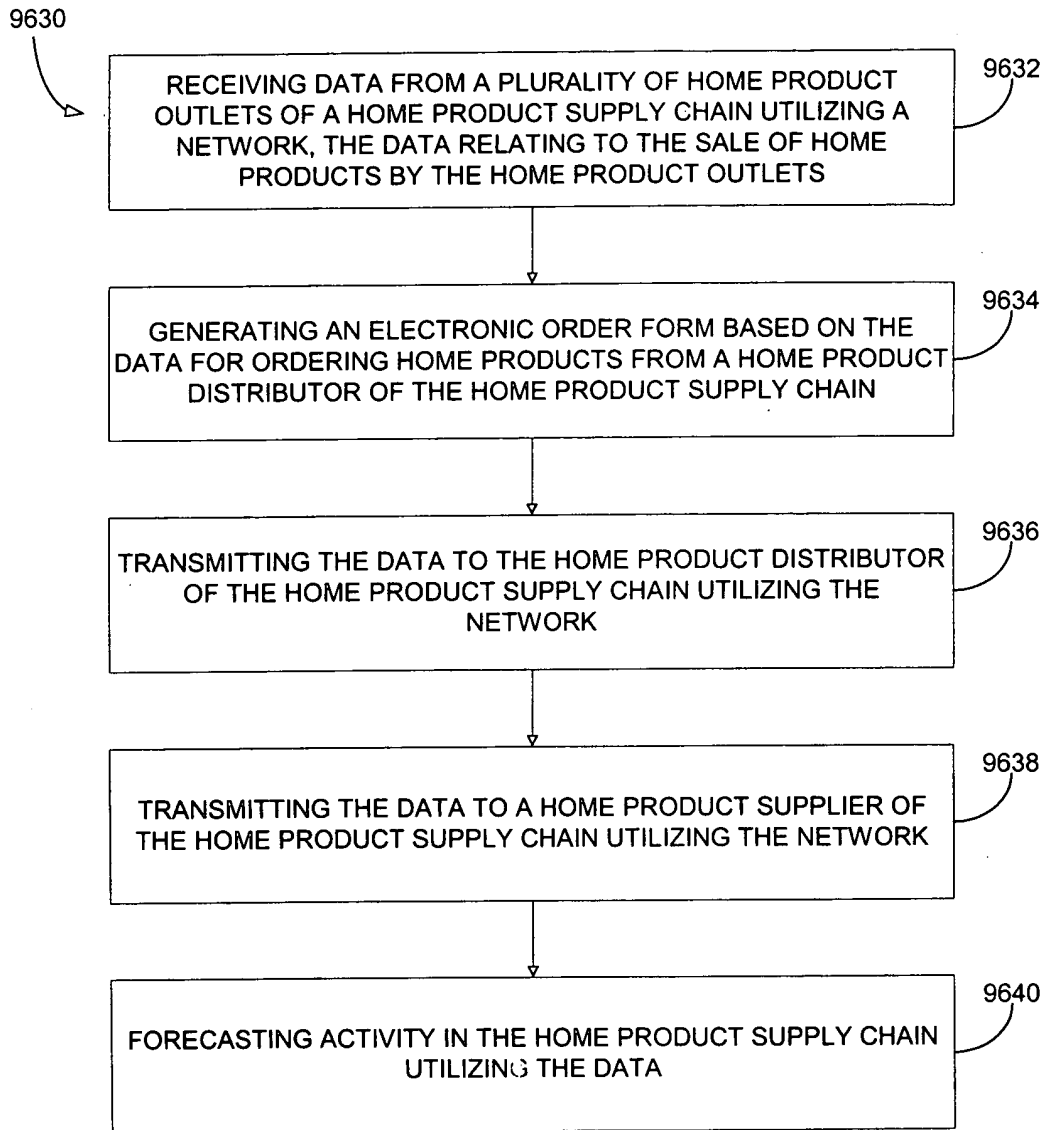


FIG. 96



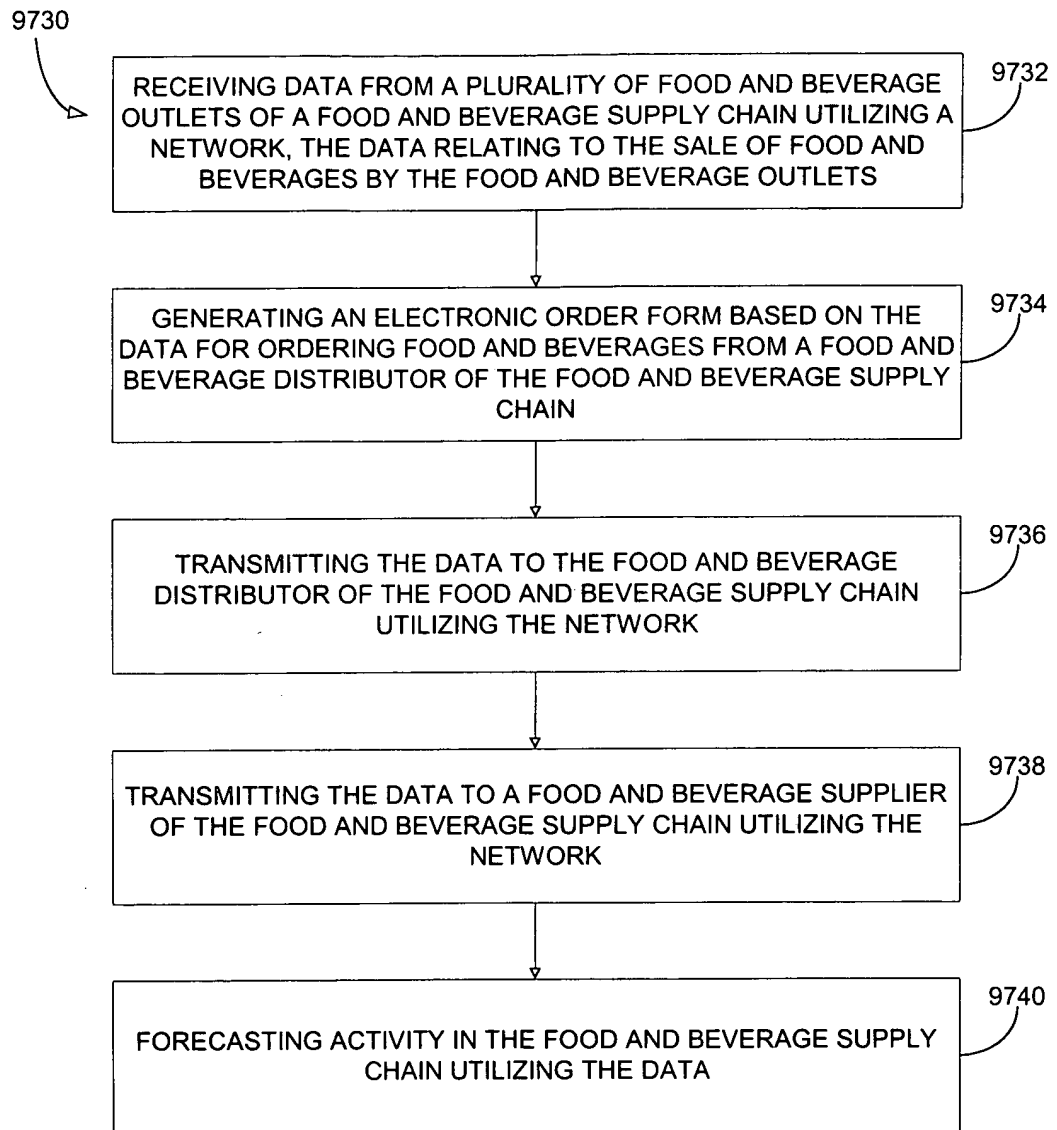
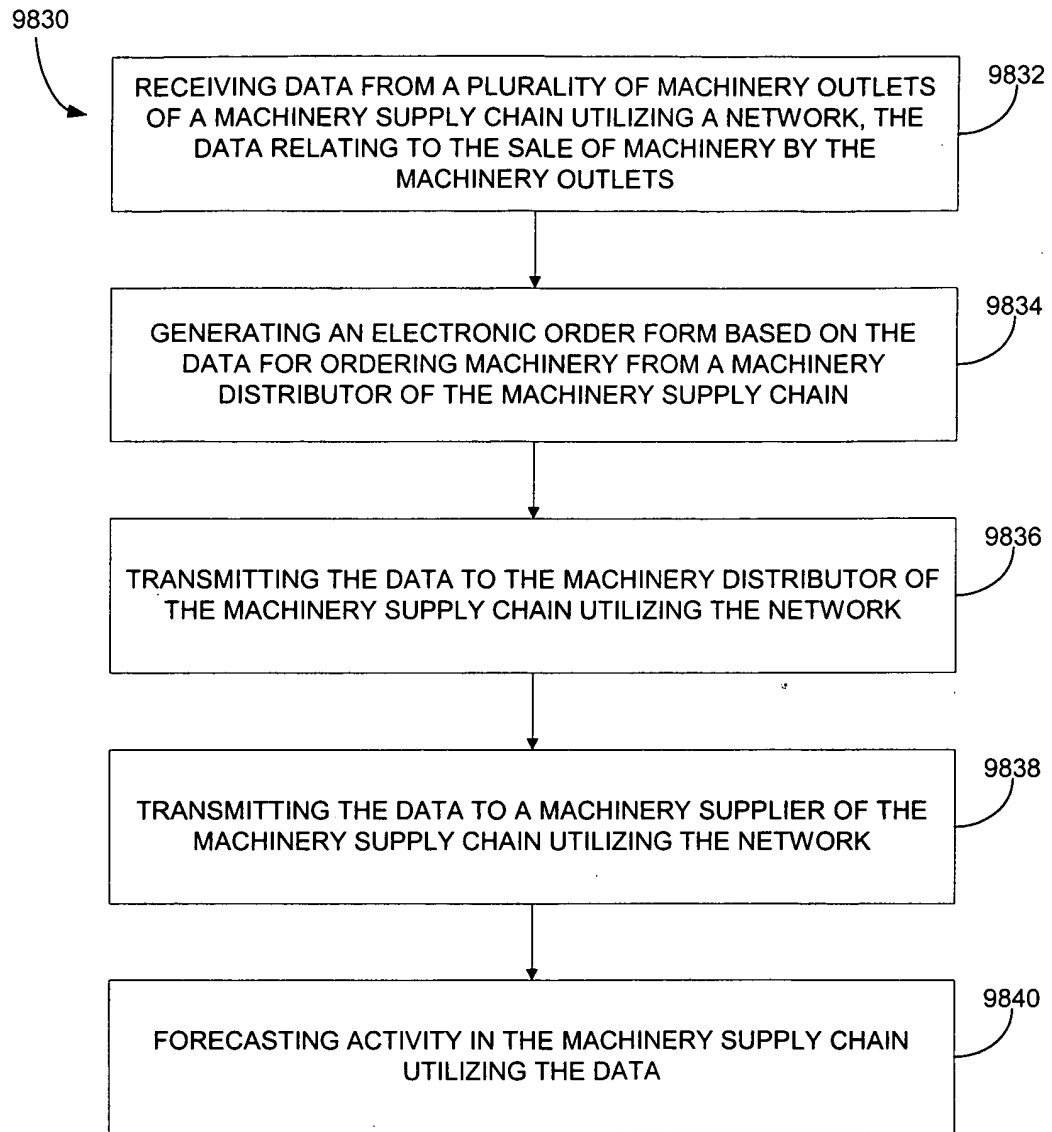
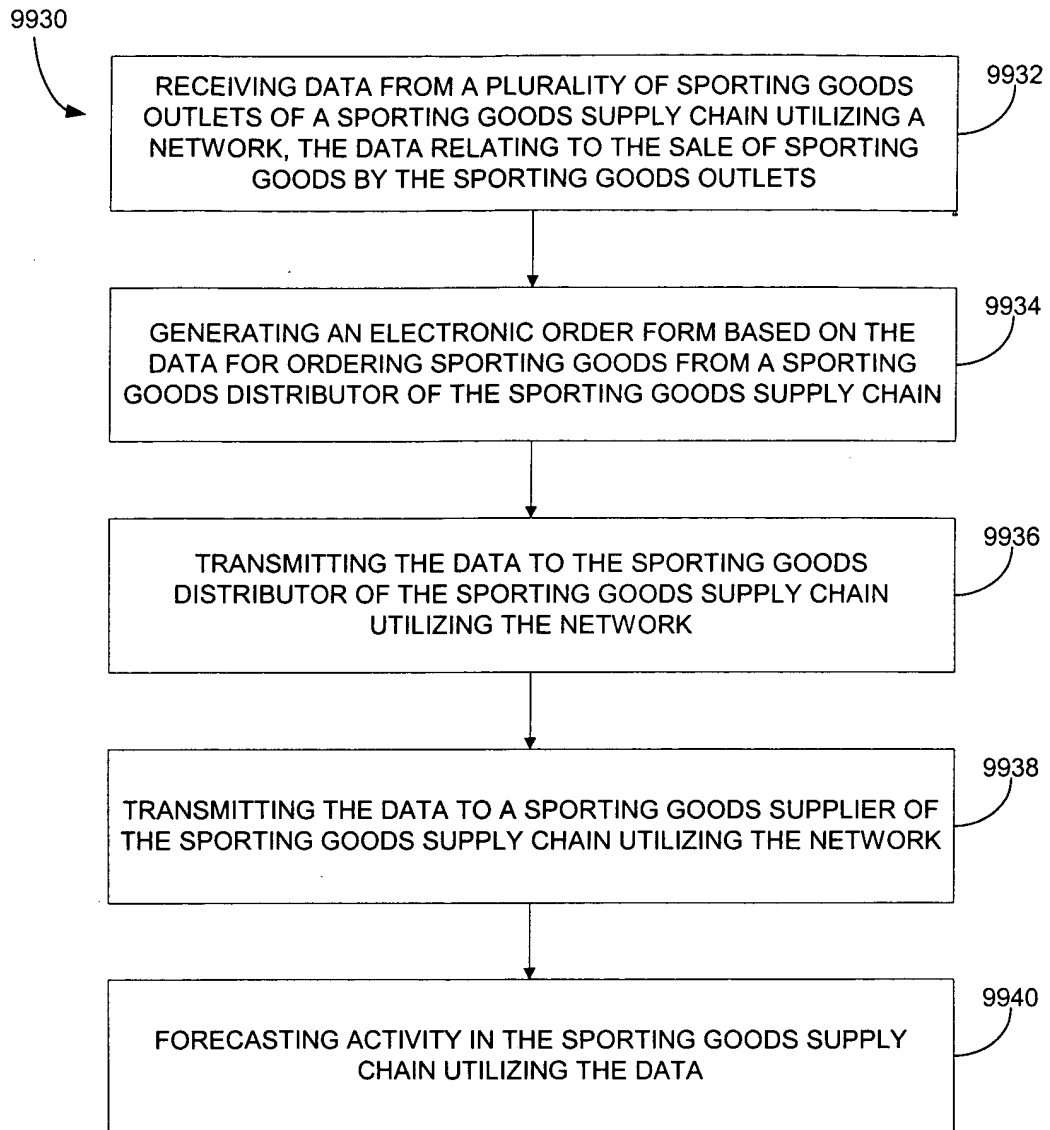


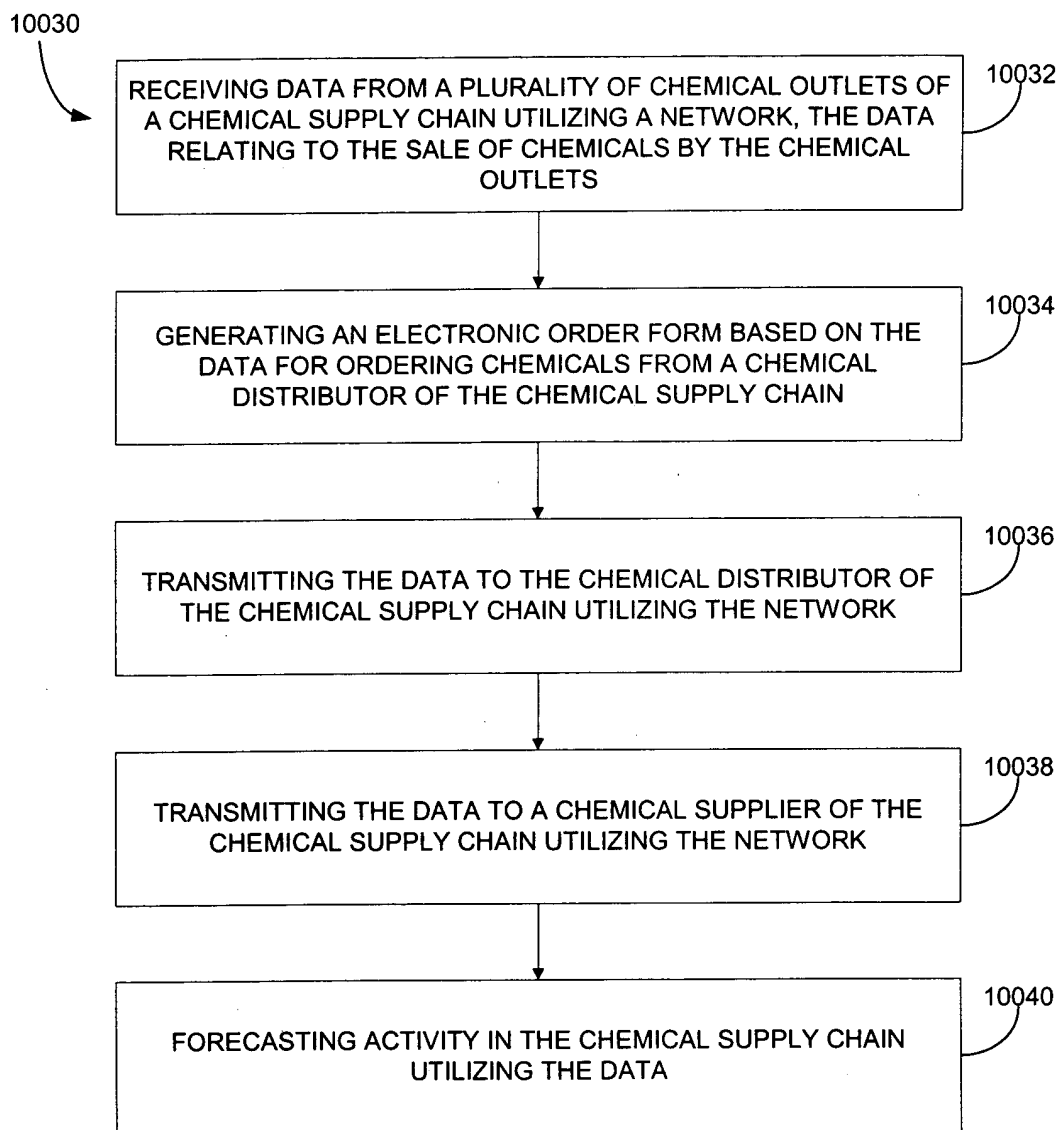
FIG. 97



**FIG. 98**



**FIG. 99**



**FIG. 100**

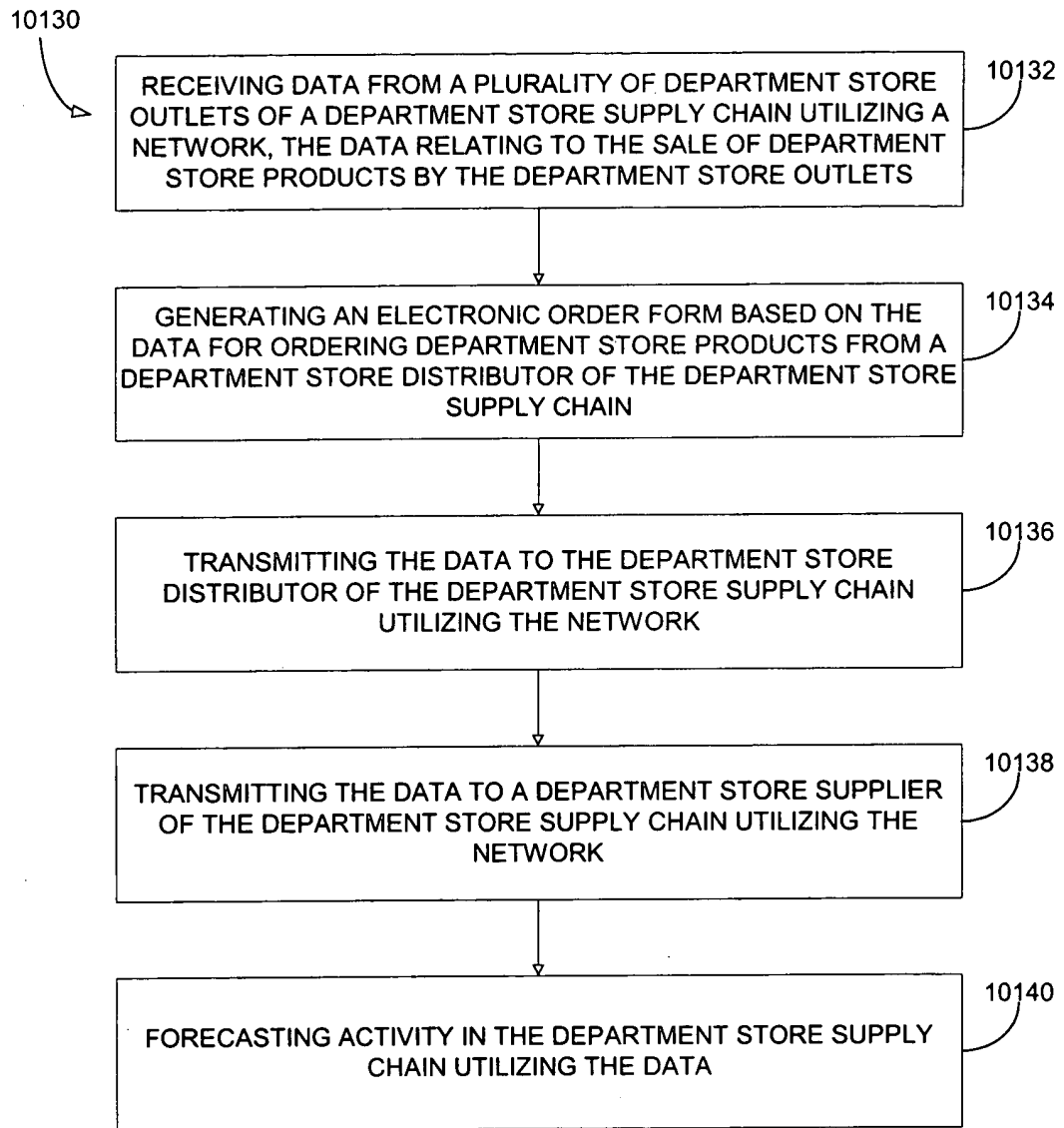


FIG. 101

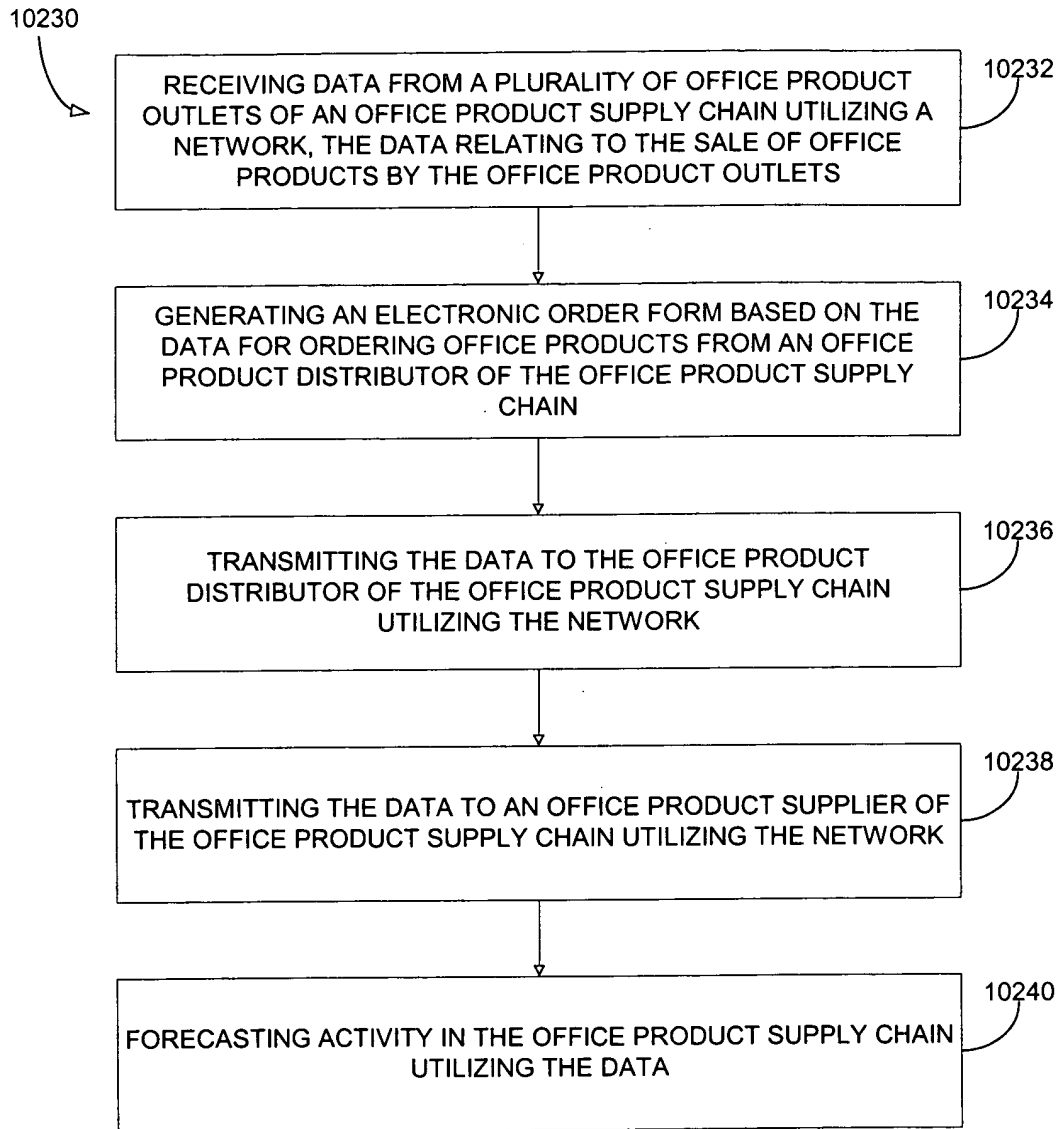
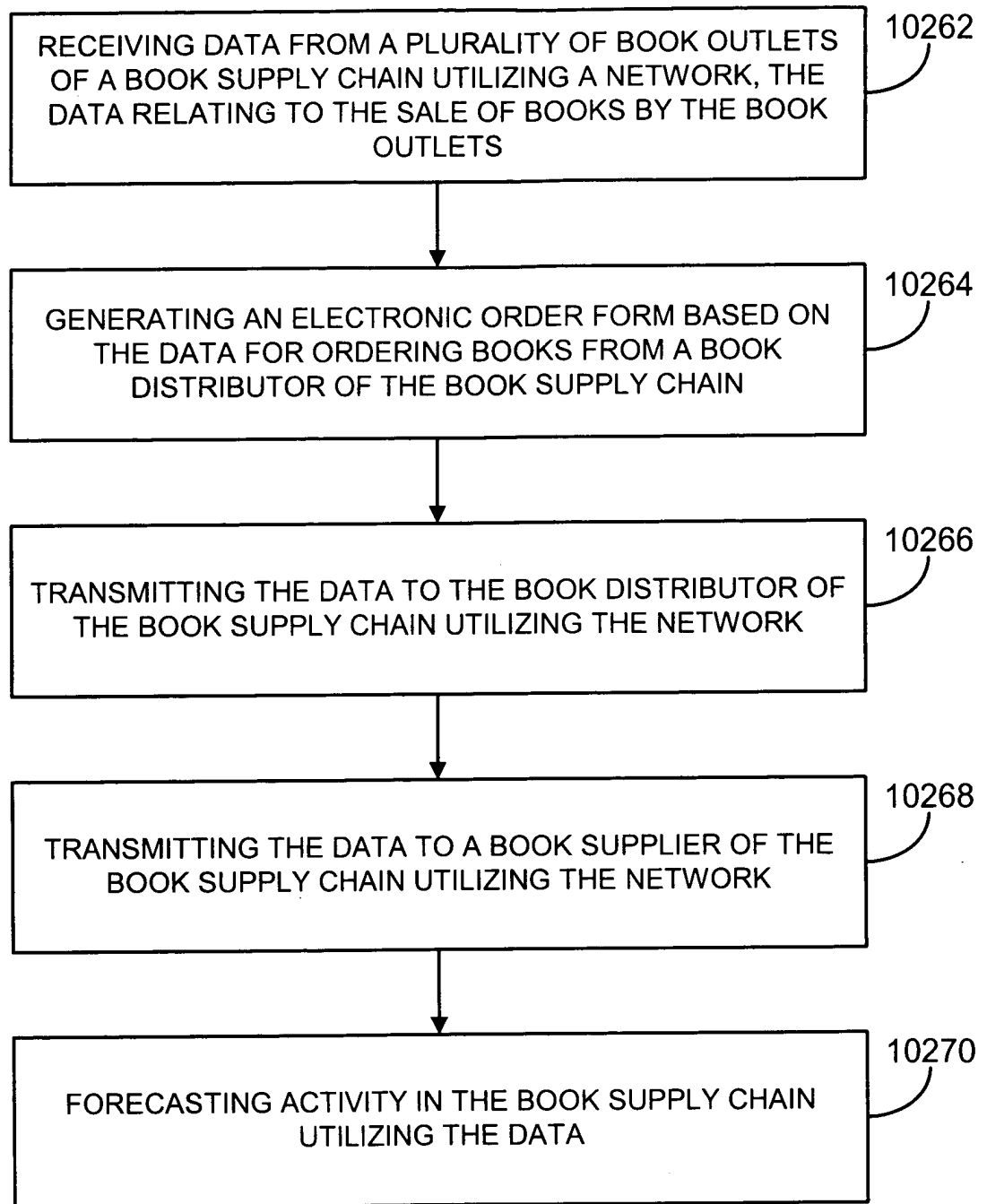
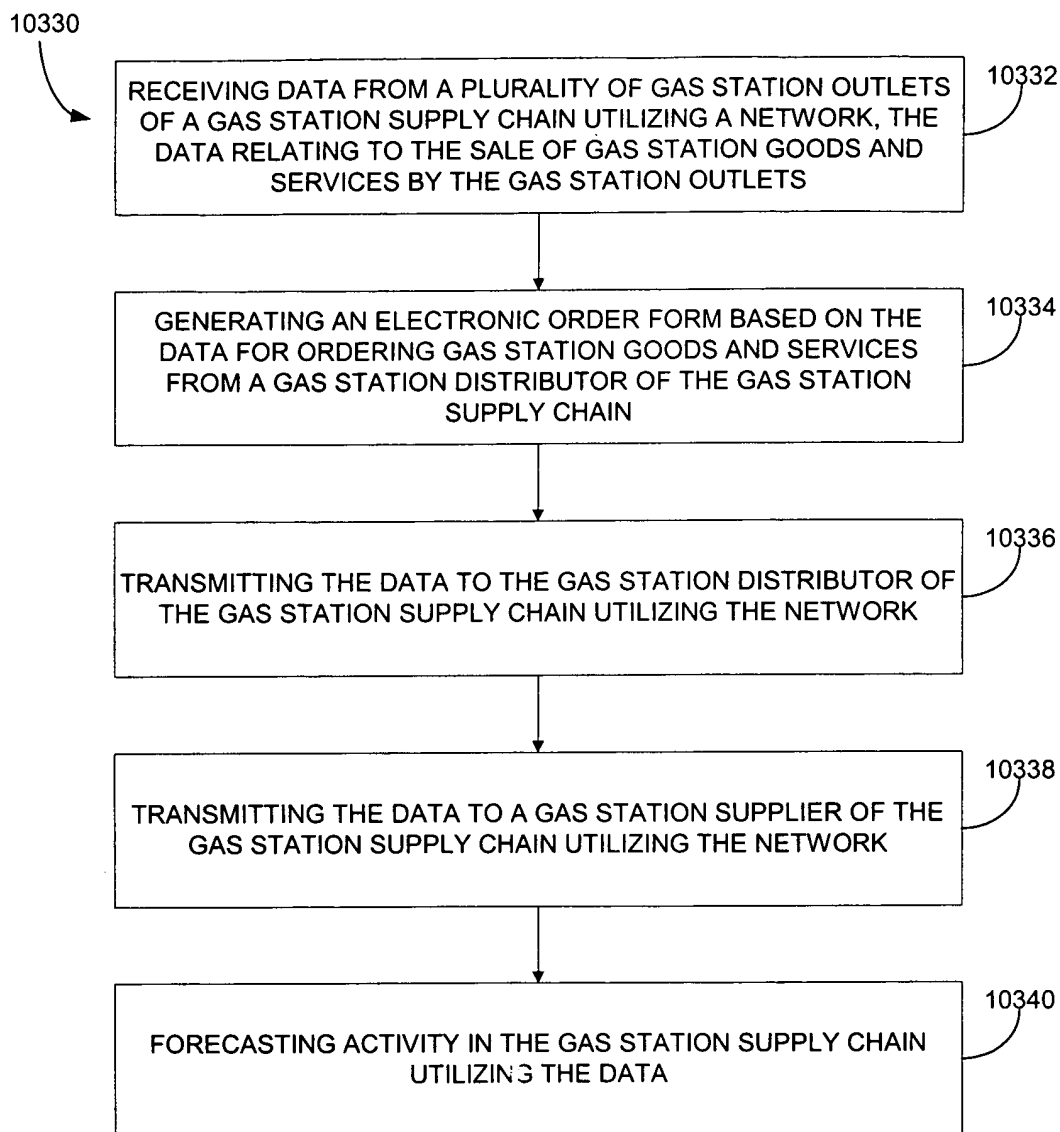


FIG. 102A

10260



**FIG. 102B**



**FIG. 103**



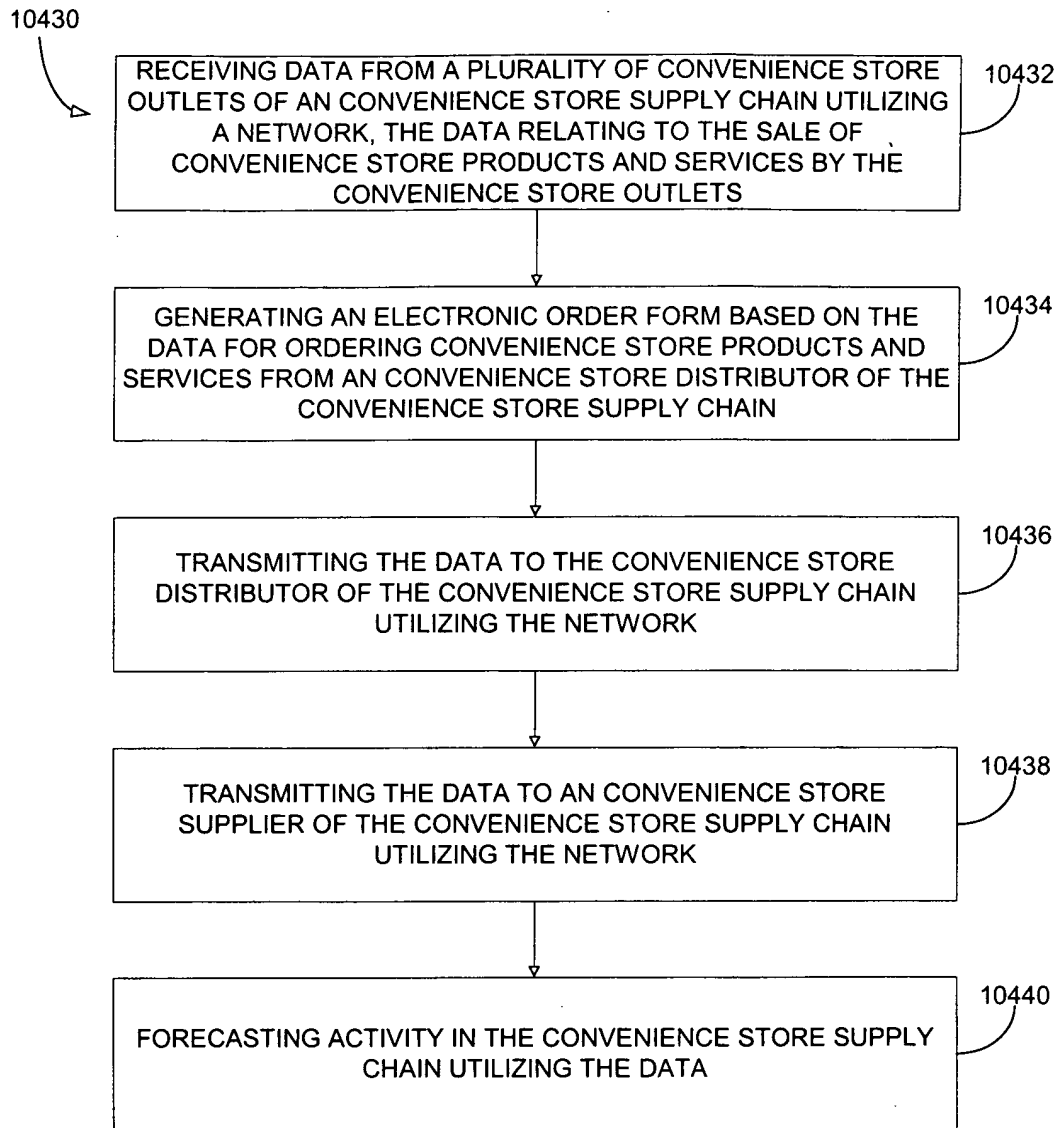
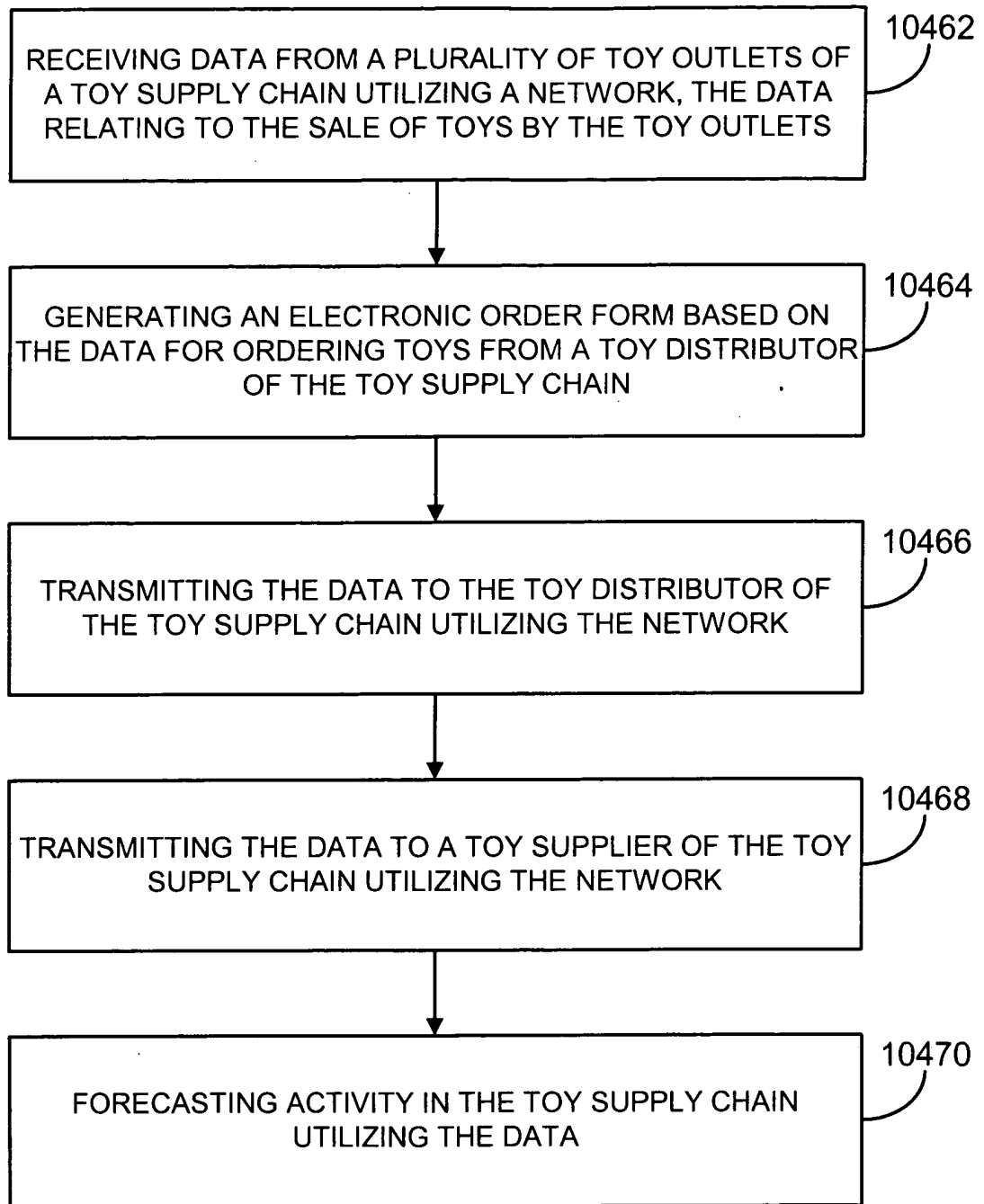


FIG. 104A

10460



**FIG. 104B**

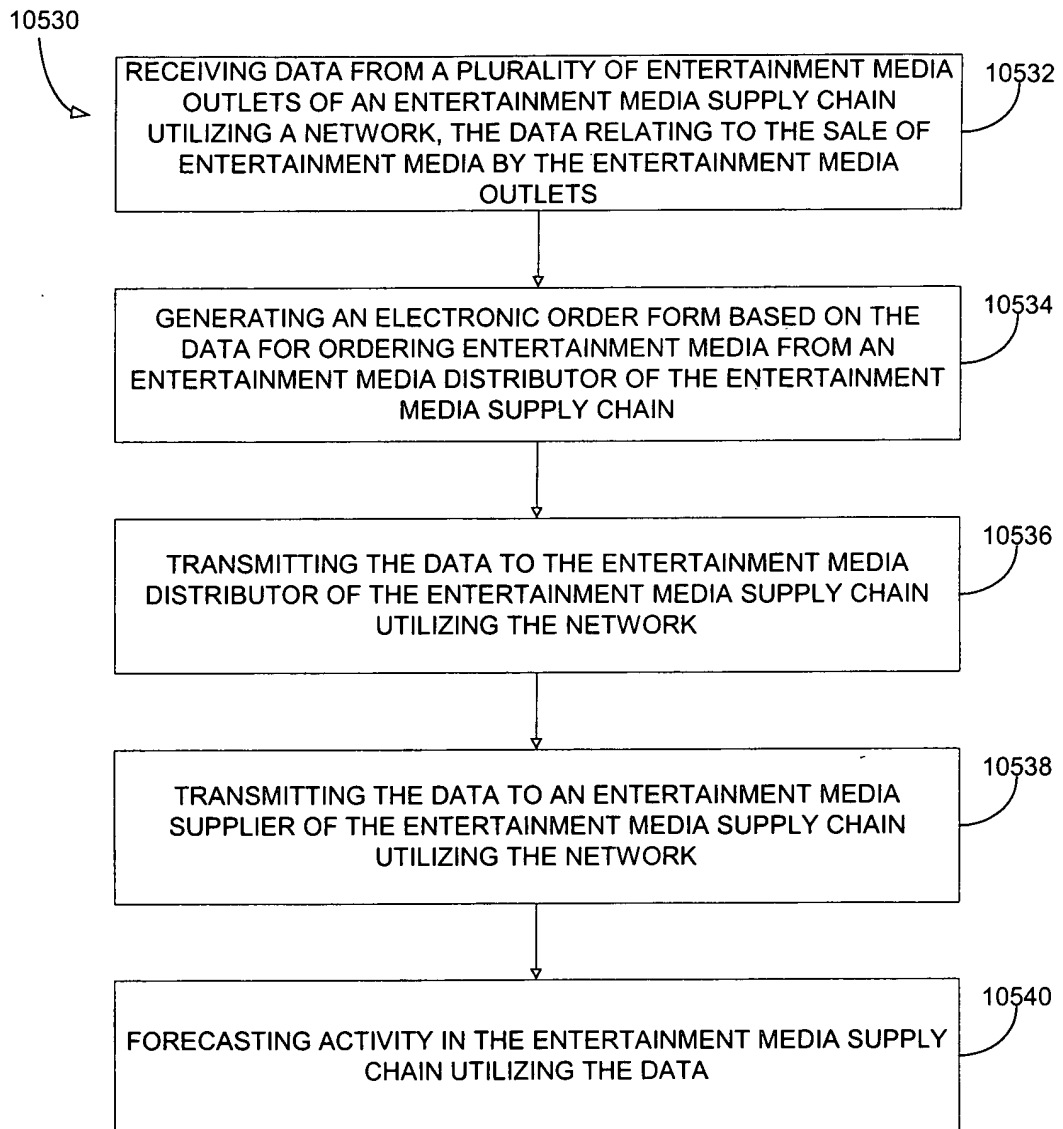


FIG. 105

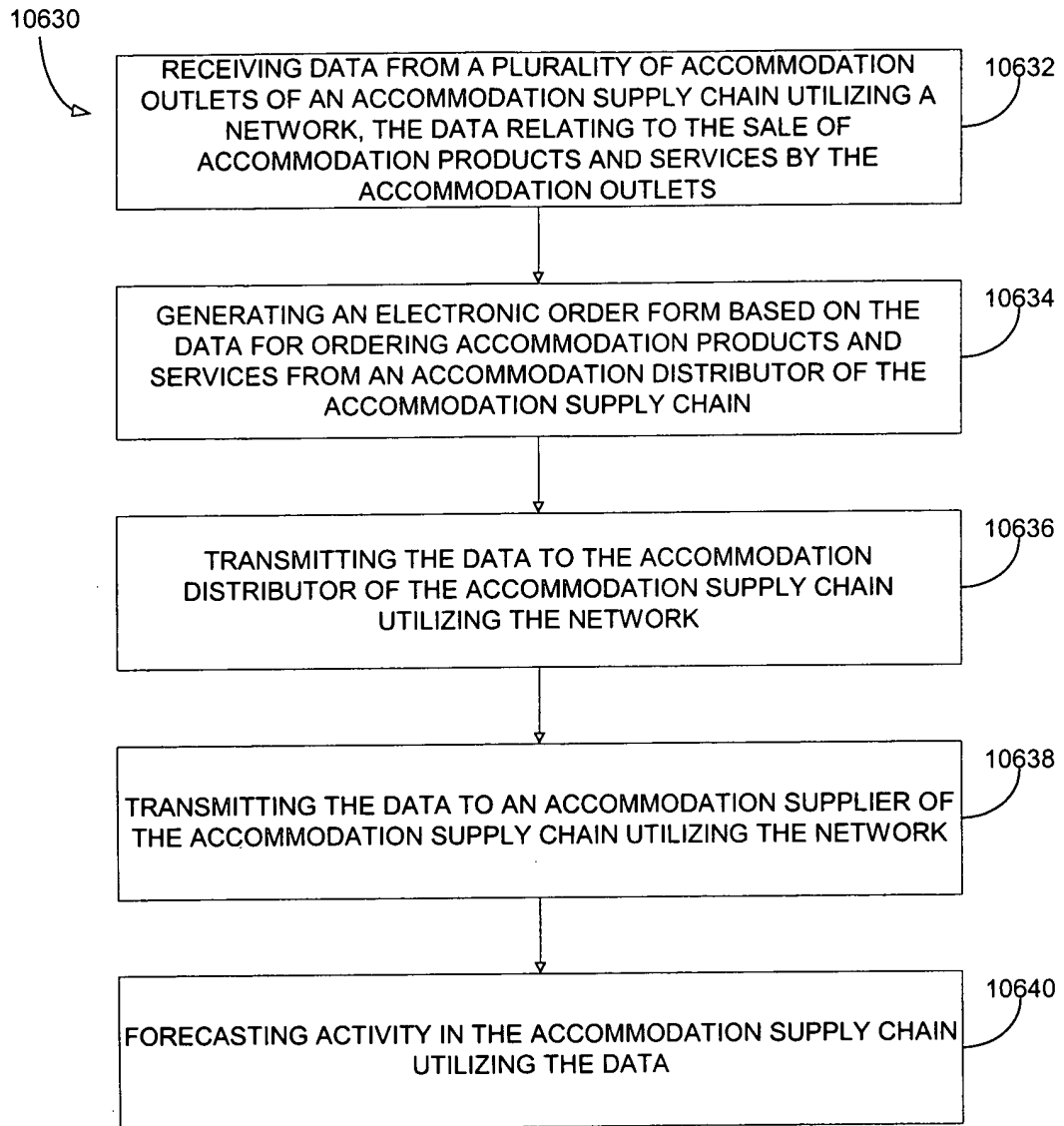


FIG. 106

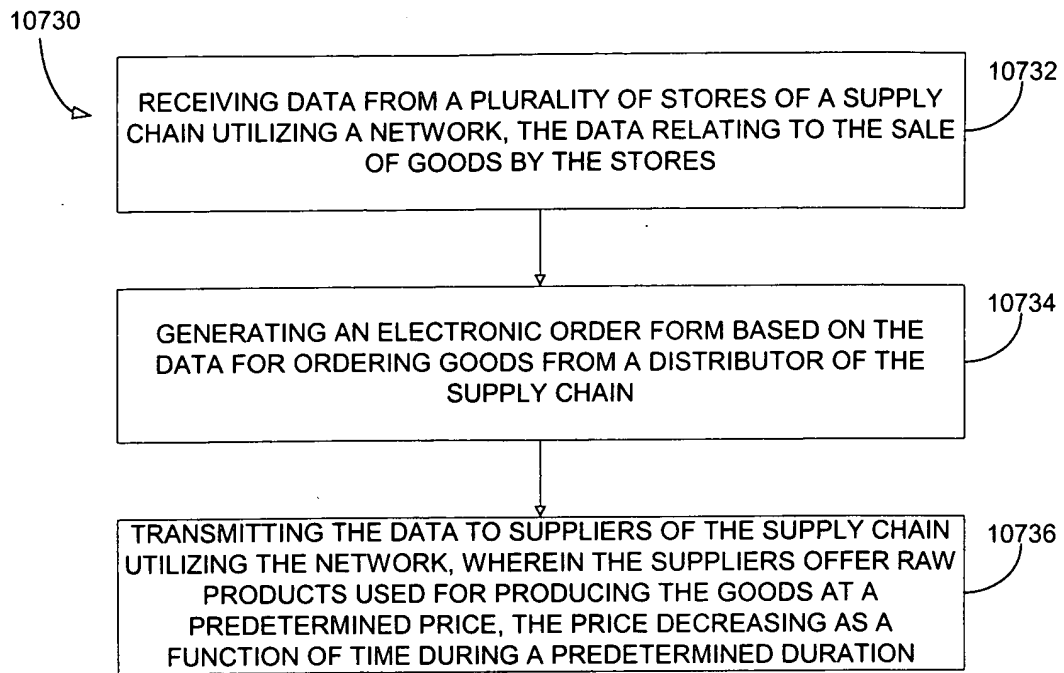
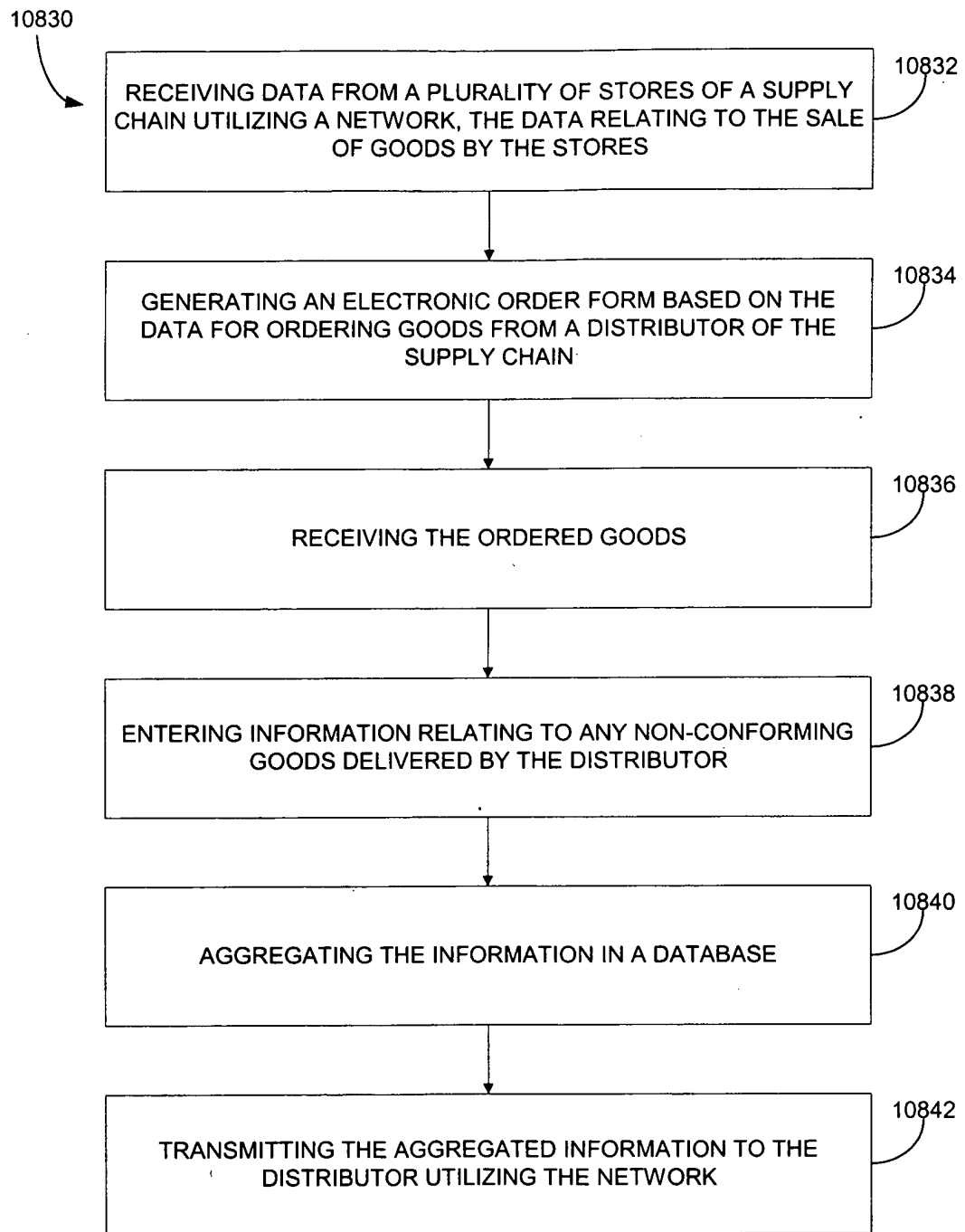
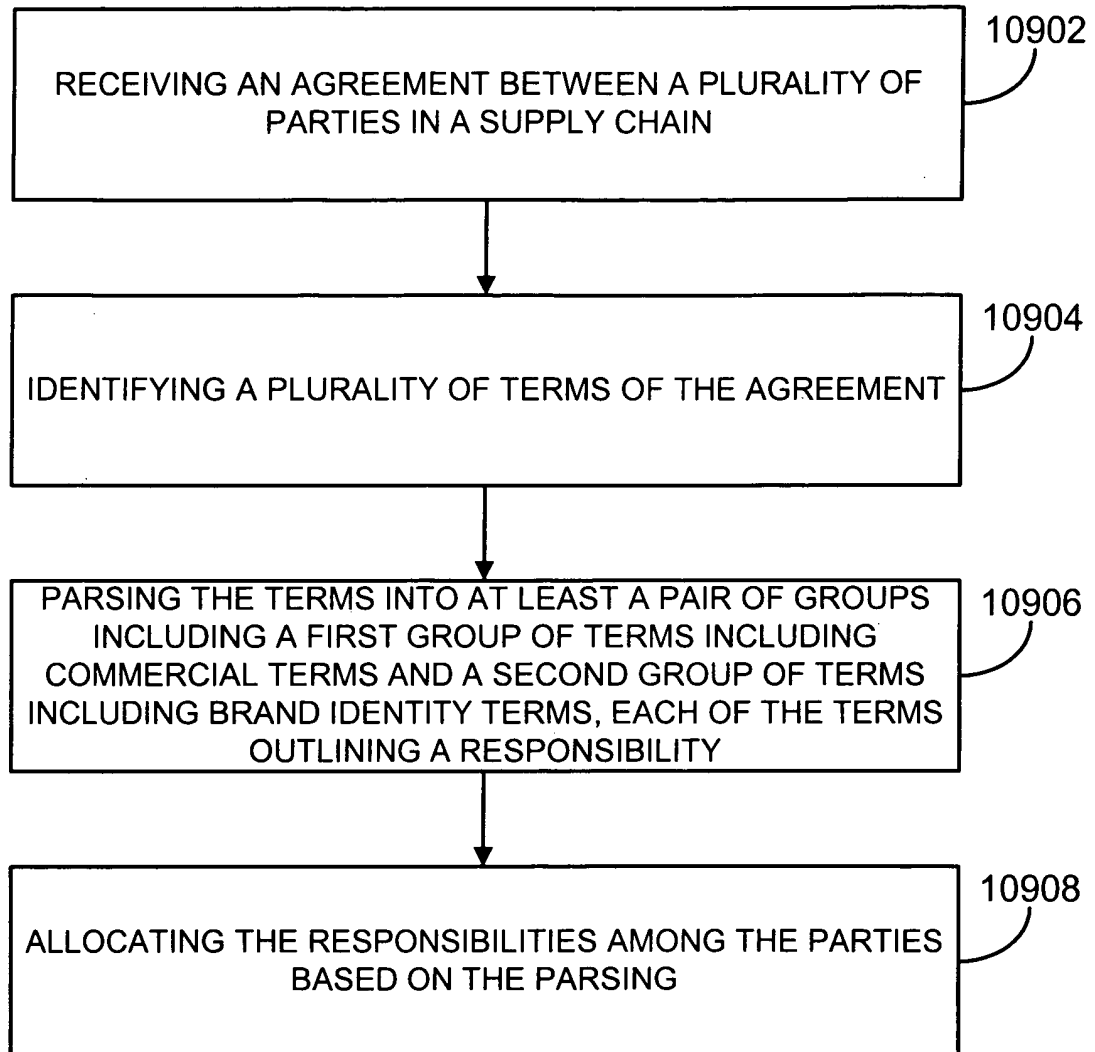


FIG. 107



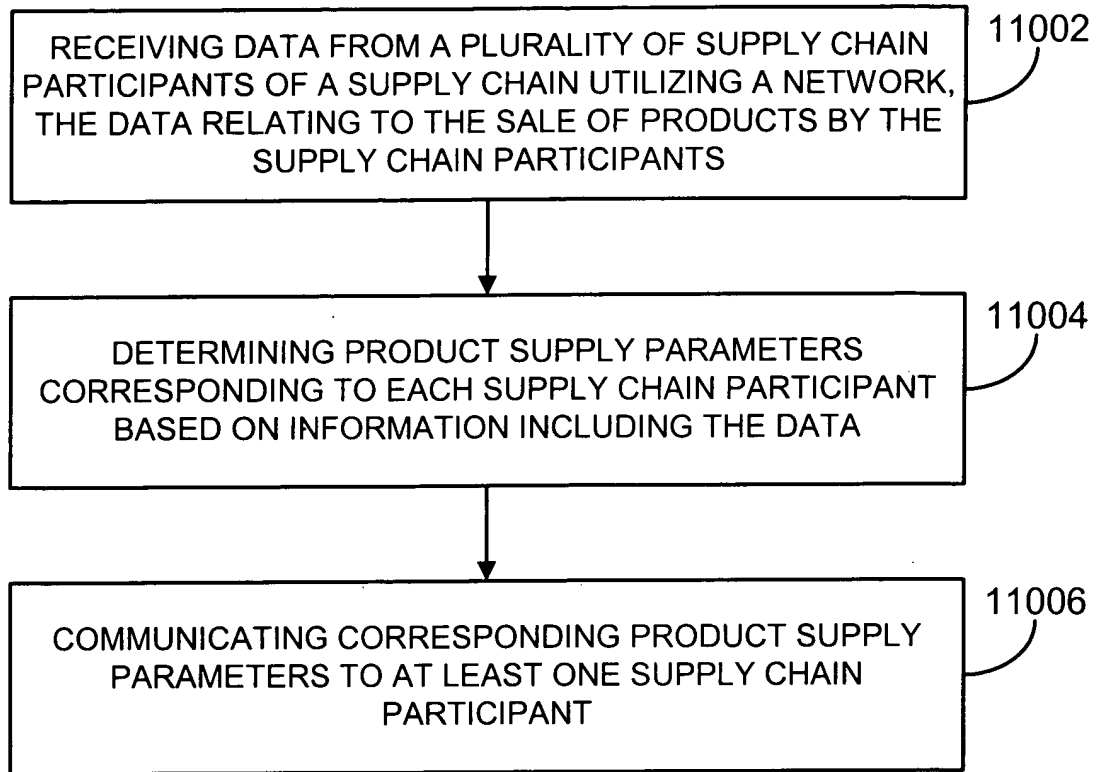
**FIG. 108**

10900



**FIG. 109**

11000

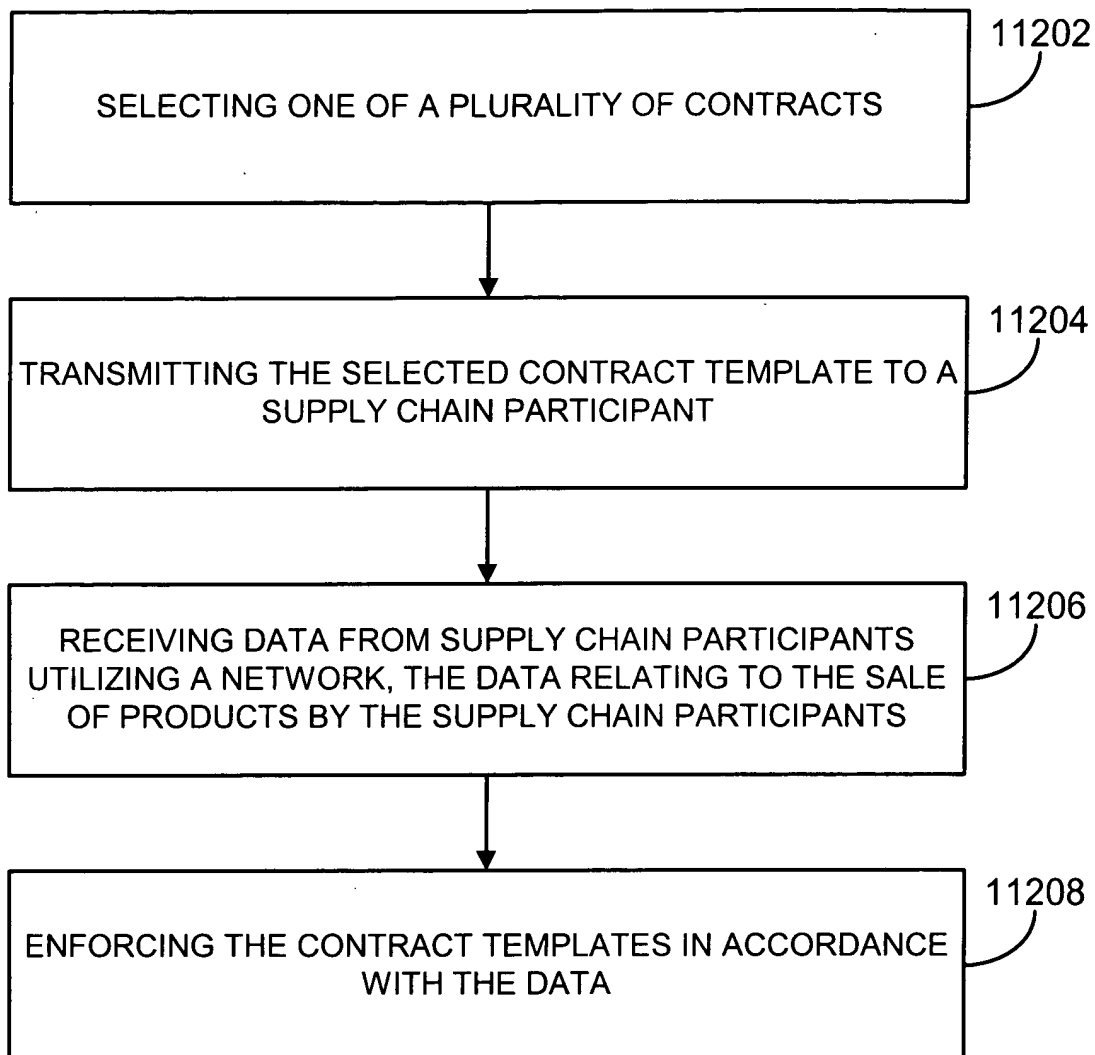


**FIG. 110**



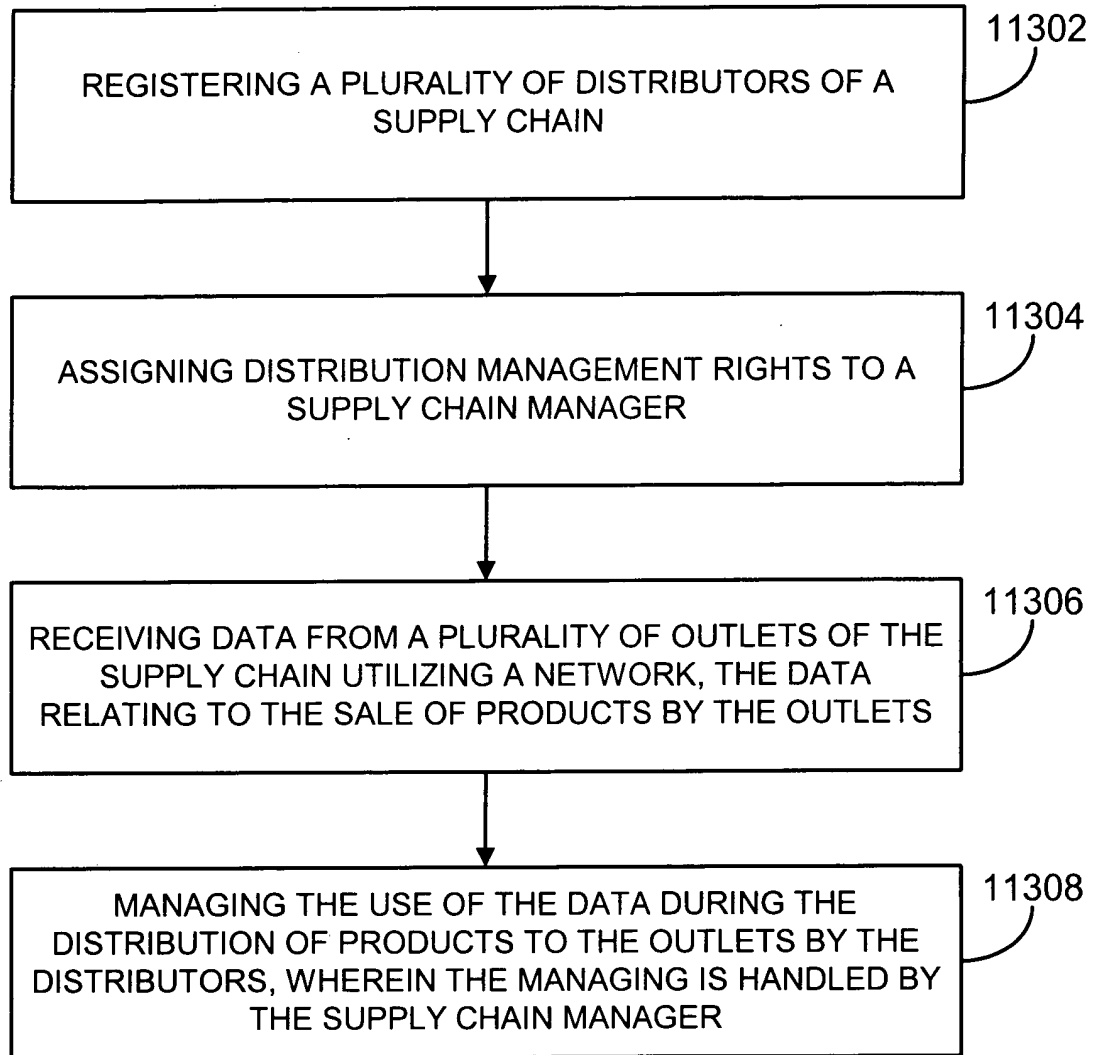


11200



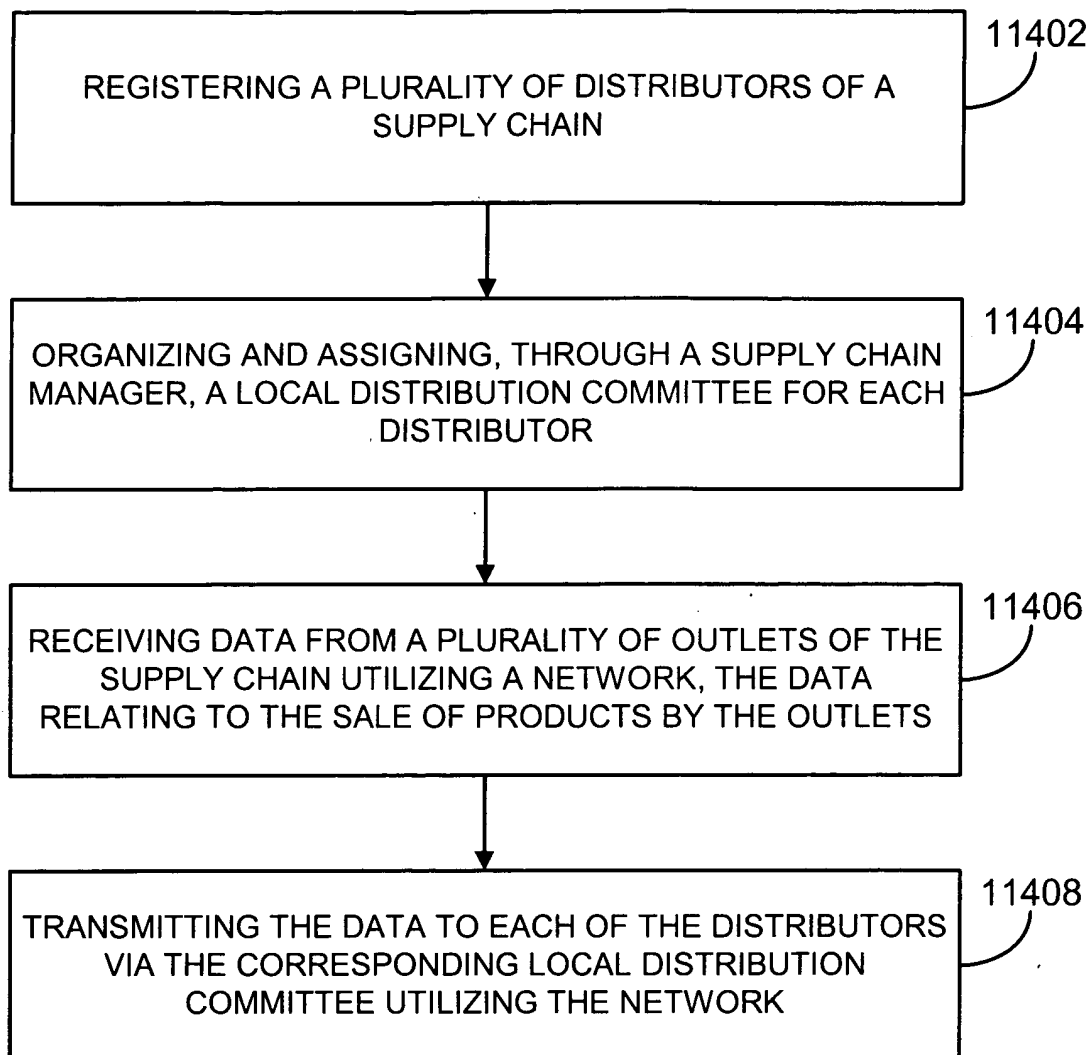
**FIG. 112**

11300



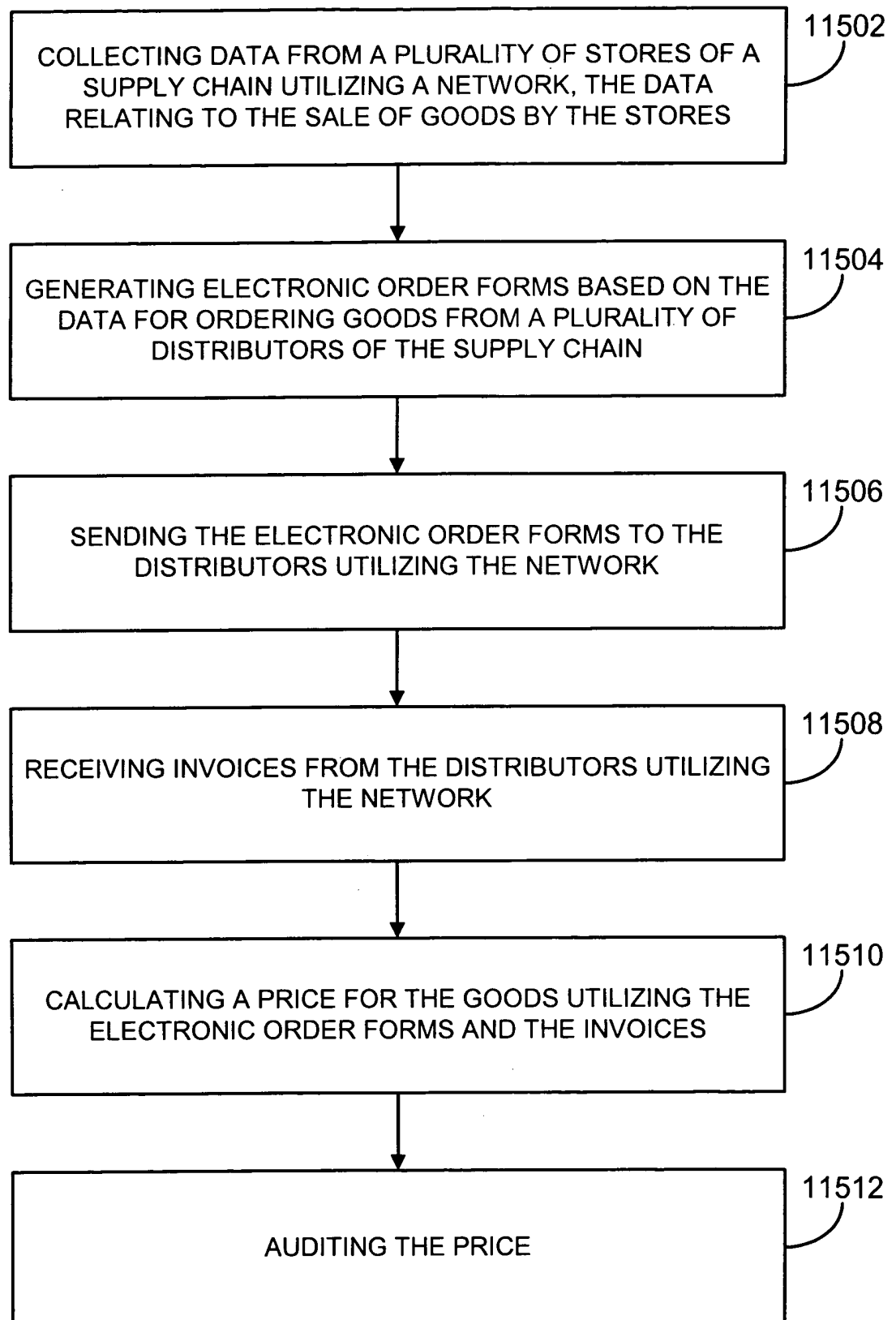
**FIG. 113**

11400



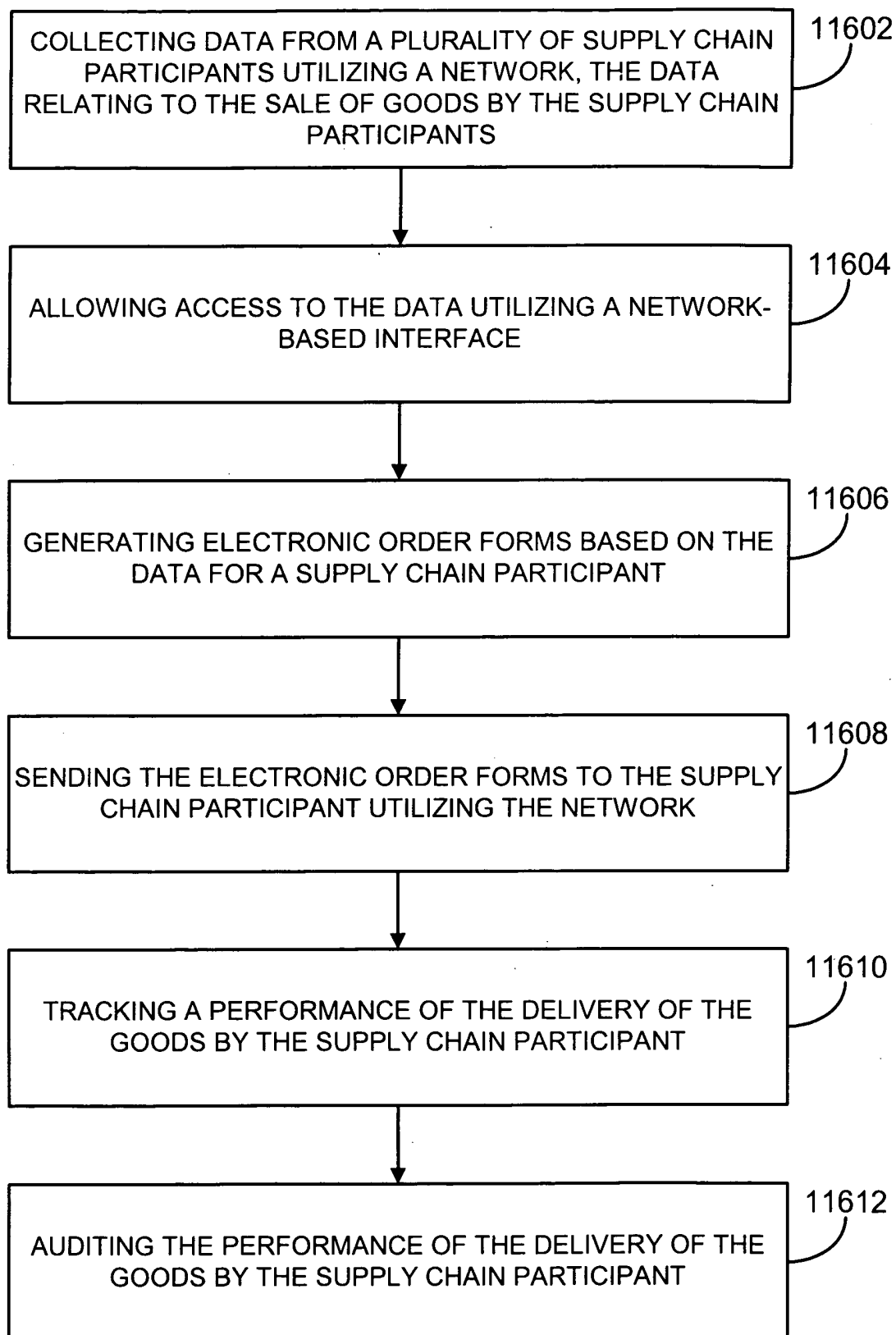
**FIG. 114**

11500



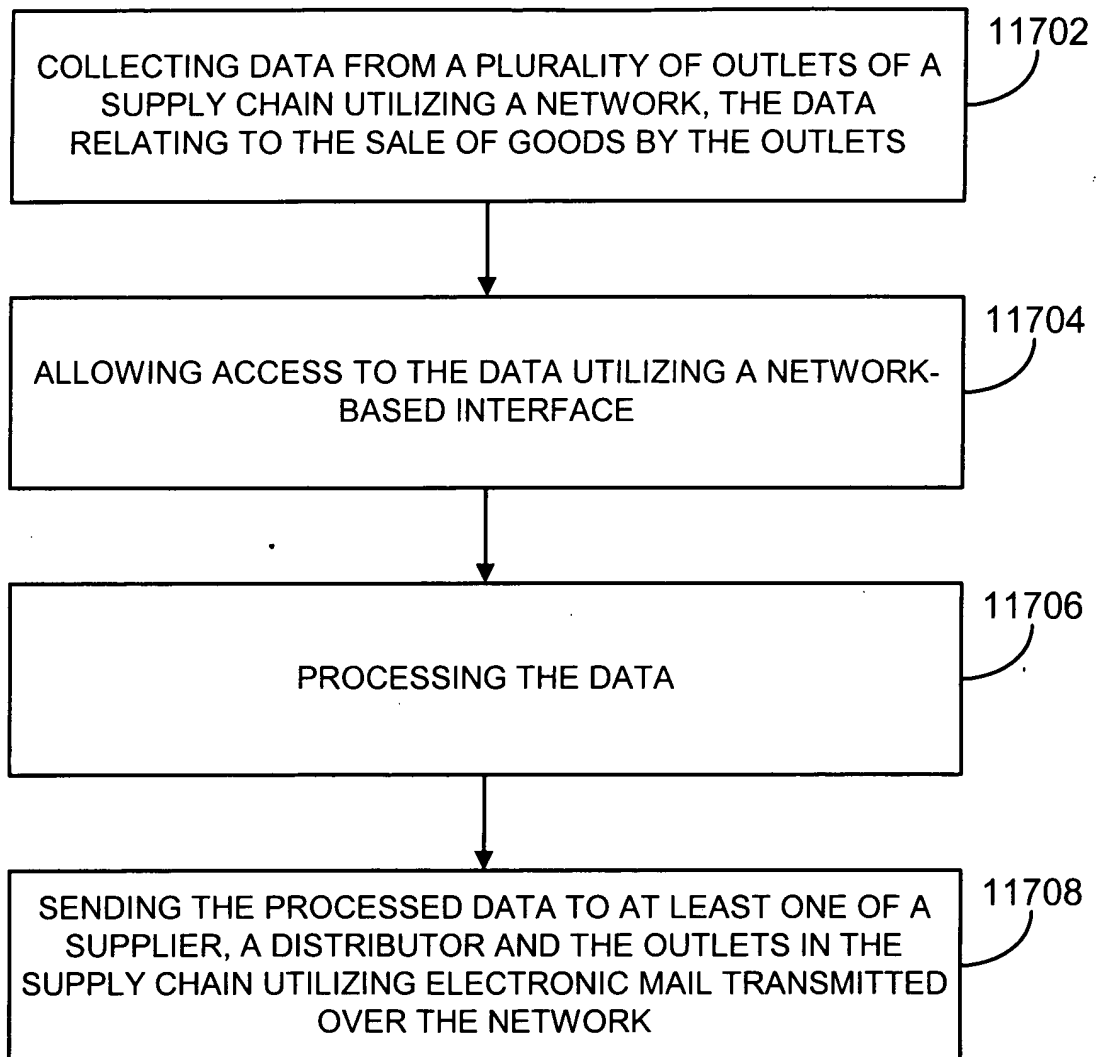
**FIG. 115**

11600



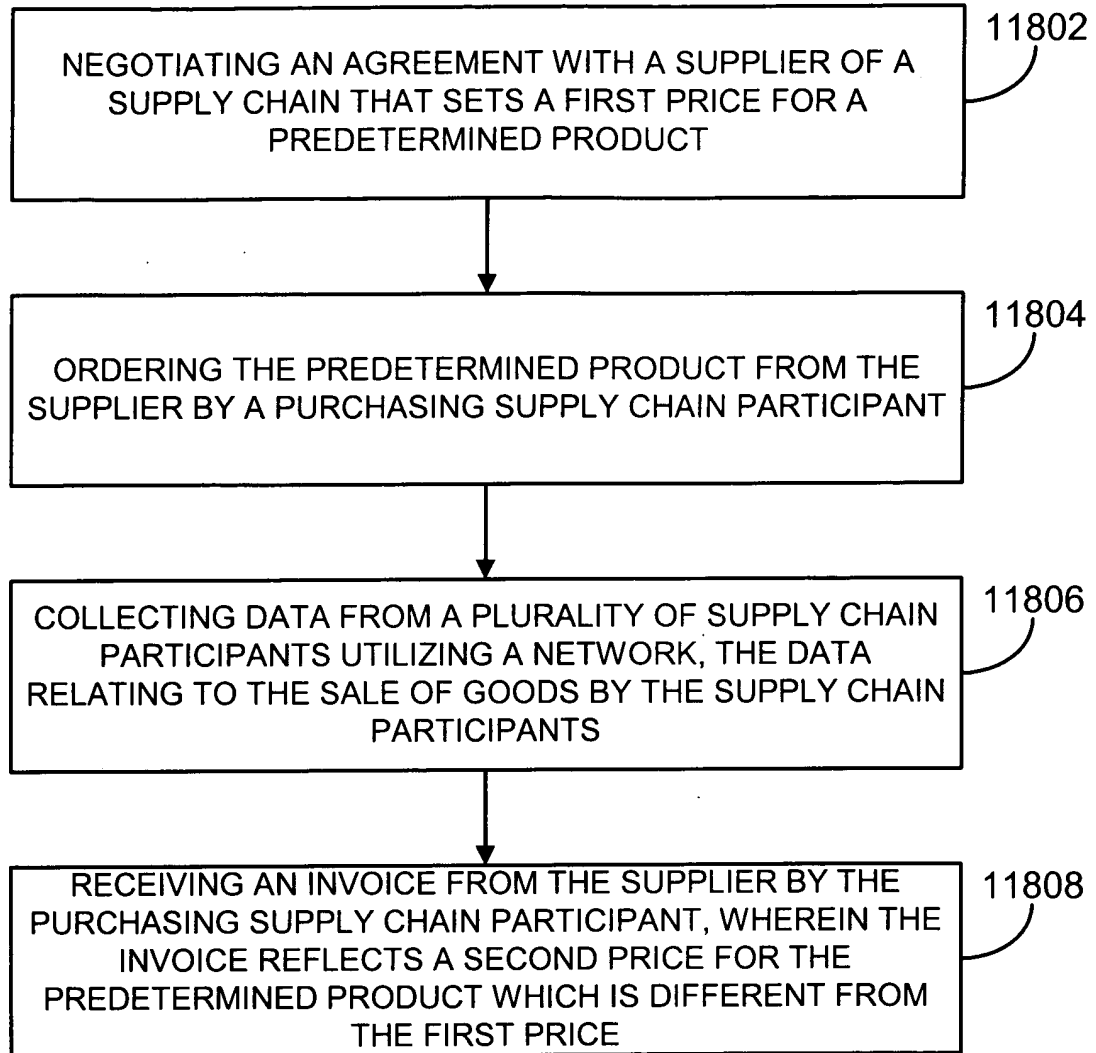
**FIG. 116**

11700



**FIG. 117**

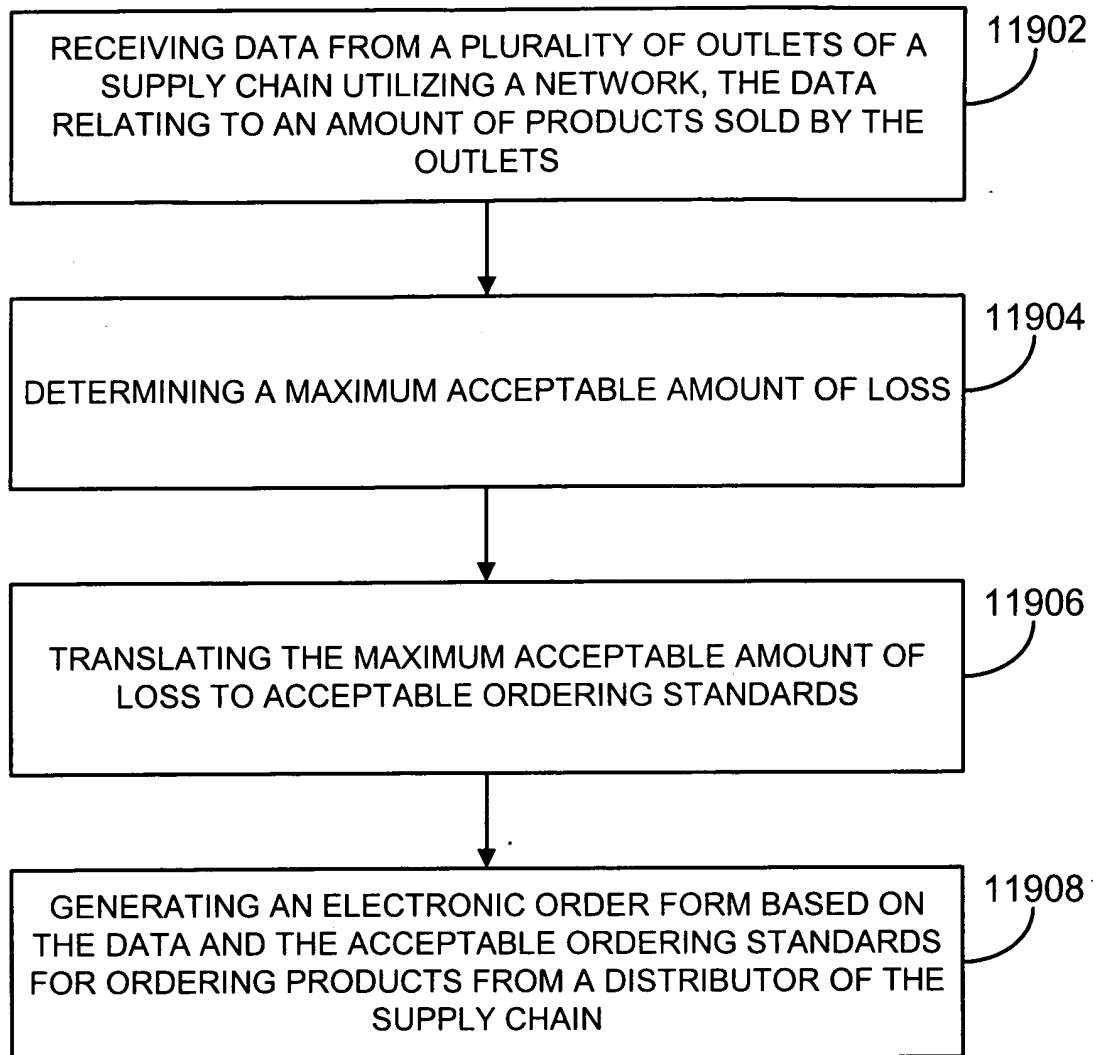
11800



**FIG. 118**

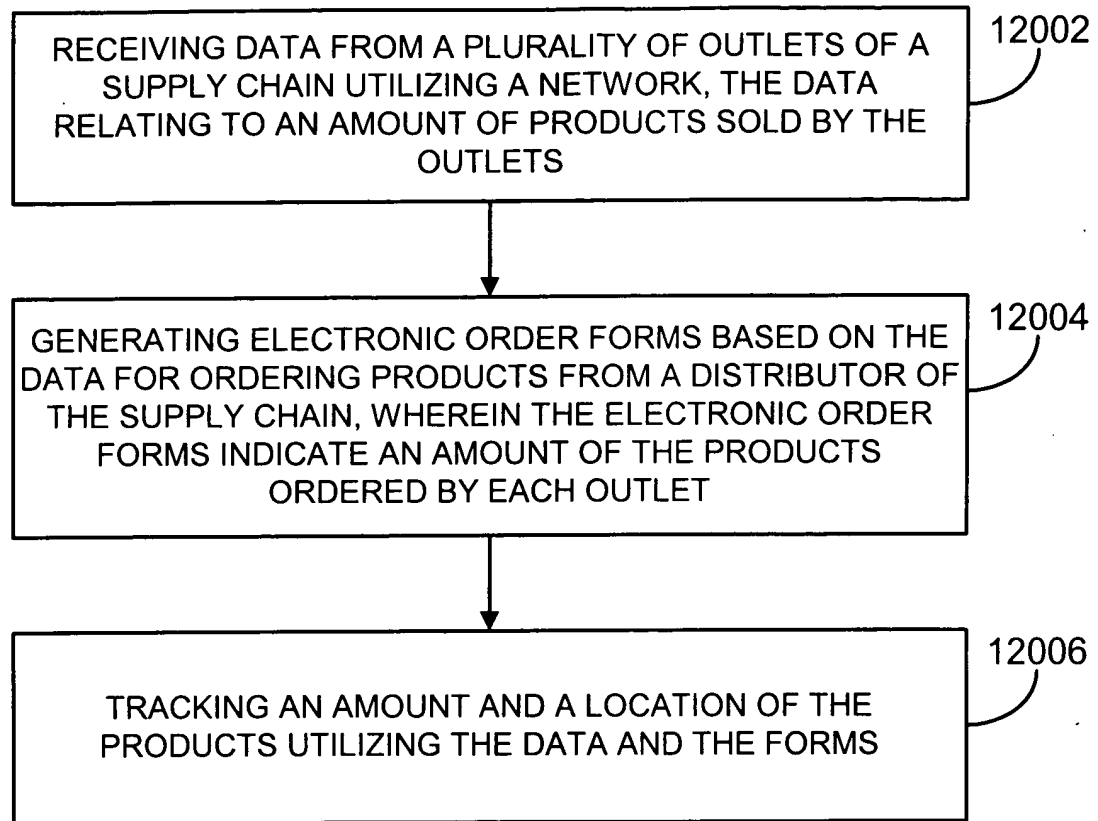


11900



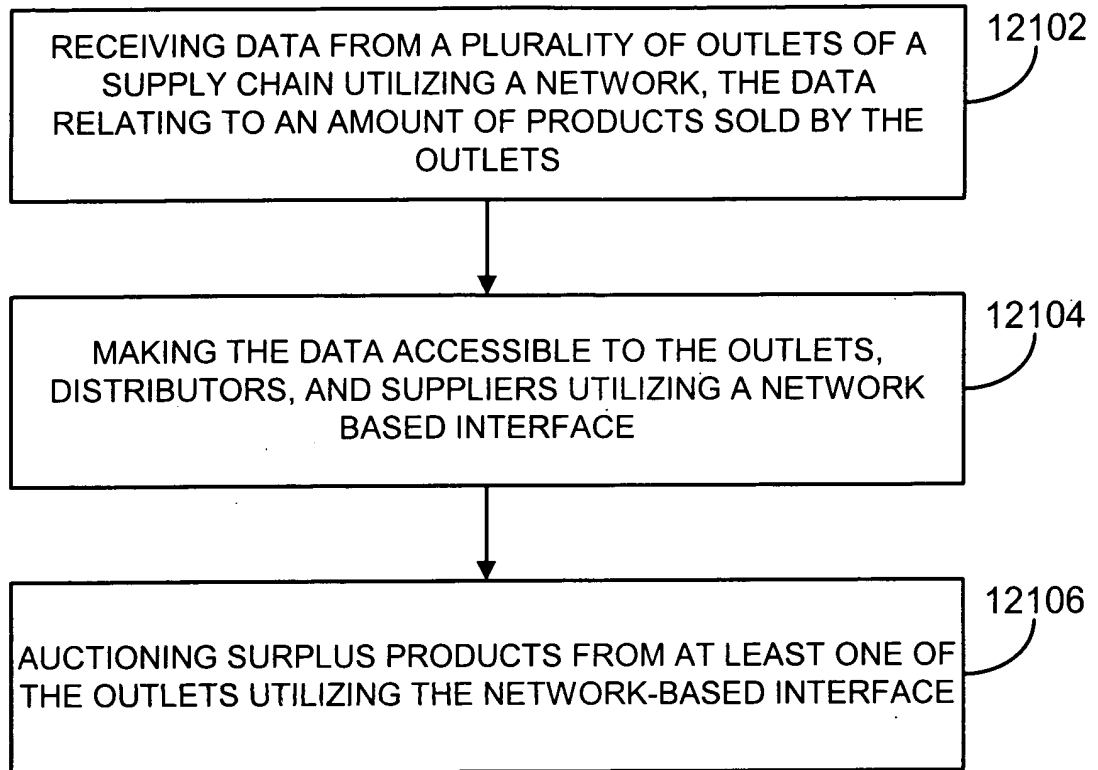
**FIG. 119**

12000



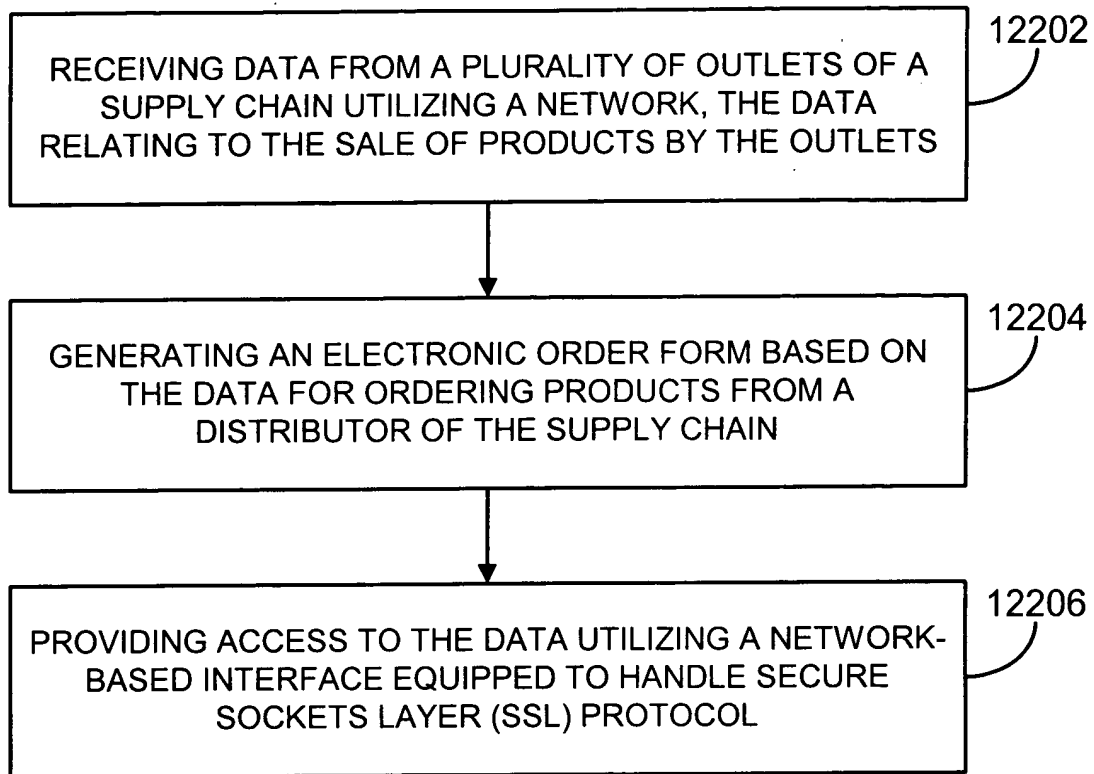
**FIG. 120**

12100



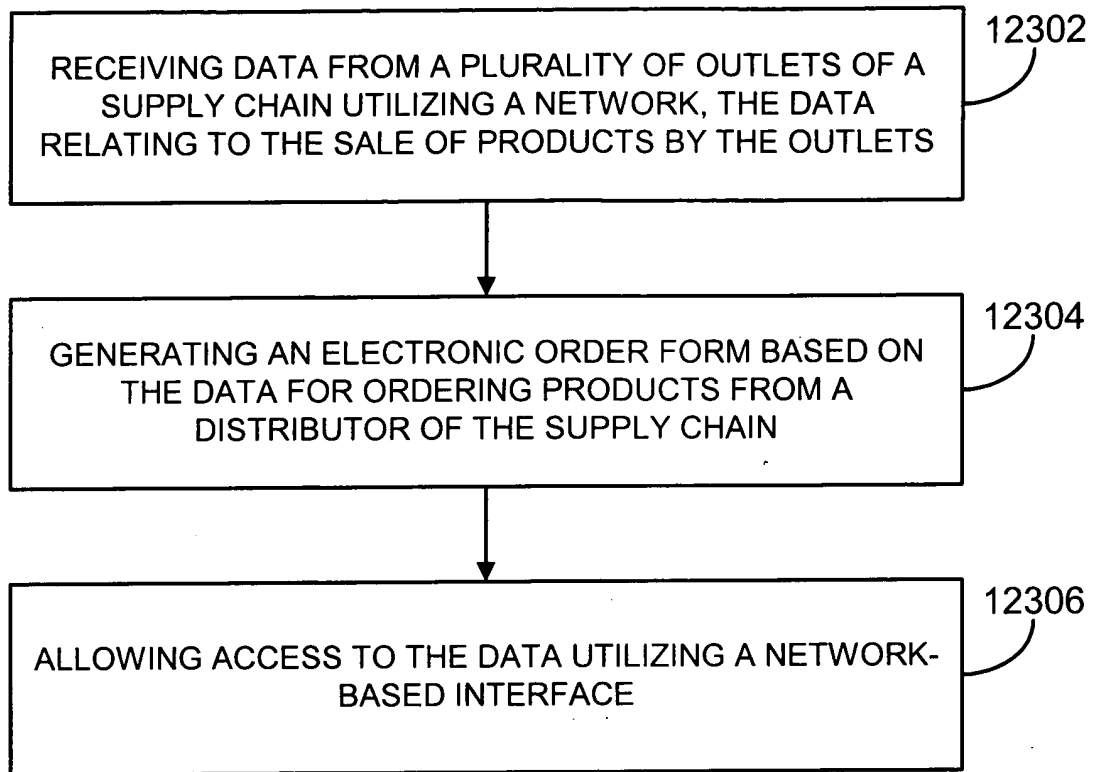
**FIG. 121**

12200



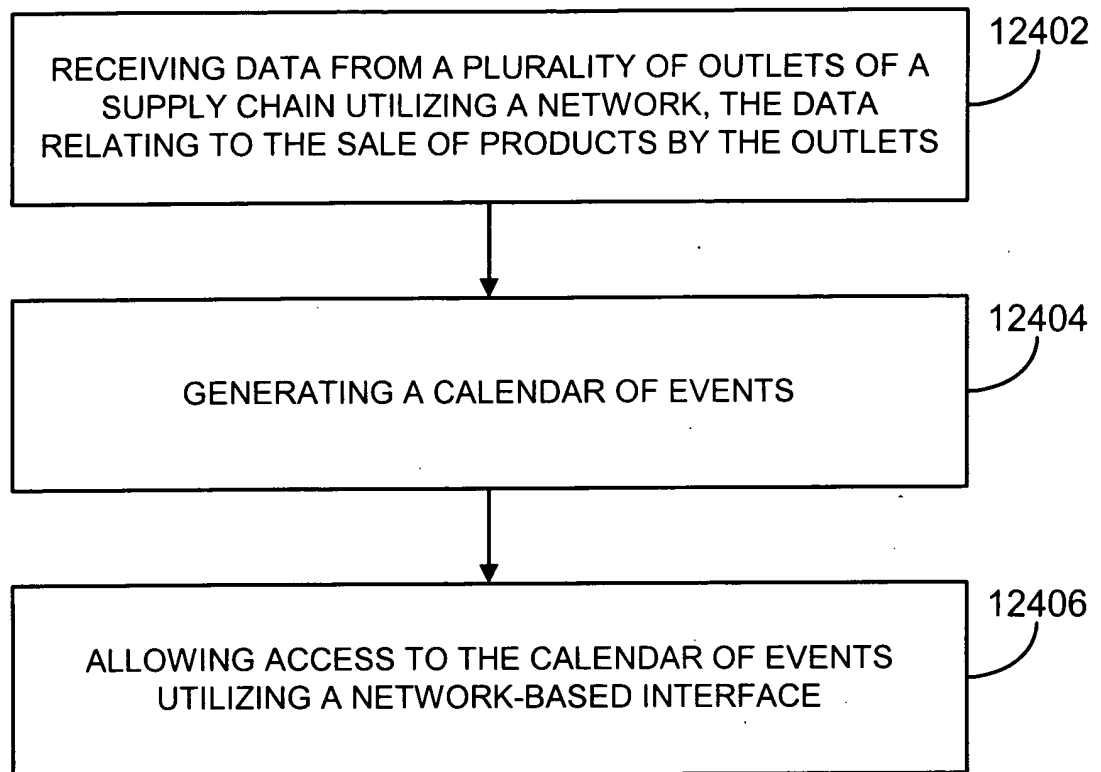
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

12500

12502

A screenshot of a software application's menu bar. The menu bar includes the following items: Supply, Patronag, Sales/Inv, Utilities, and Window. The 'Supply' menu is open, showing a list of options: Supplier..., Supplier Site..., Distributor..., and DC.... To the right of the menu, there are two buttons labeled 'Least Cost' and 'Contract'. Below the menu, there is a section labeled 'Item' with a right-pointing arrow, and a section labeled 'Items ...'.

FIG. 125

12600

12602

A screenshot of a toolbar containing three buttons: 'Sort', 'Print', and 'New'. The 'New' button is highlighted with a mouse cursor.

FIG. 126

12700

12702

A screenshot of a data entry form. The form contains the following fields and controls: 'Item Desc:' with a text input field; 'Item Number:' with a text input field; 'Product Cat Code:' with a dropdown menu; 'Status Code:' with a dropdown menu showing 'Active'; and 'Item Rank:' with a dropdown menu. The form is labeled with 12700 on the left and 12702 on the right.

FIG. 127

12800



### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128



12900



FIG. 129

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	INCH(S)	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>		<b>BarCode:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

10220 68651860

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

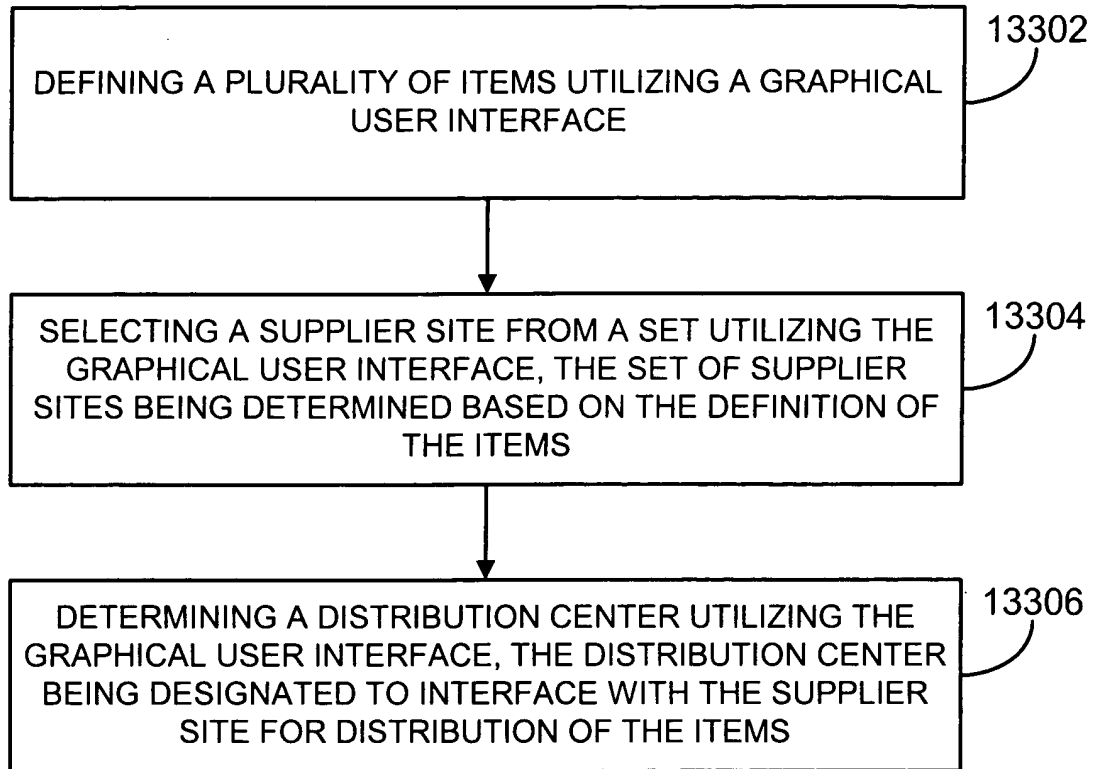
FIG. 131

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b>
<b>Status:</b>	Active <input type="checkbox"/>	<b>Rail Sidings:</b> <input type="checkbox"/>

FIG. 132

13300



**FIG. 133**

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:		<input type="radio"/> Yes <input checked="" type="radio"/> No		Apply By:		Cell <input type="text"/>	

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

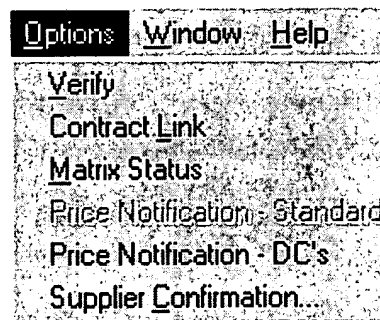


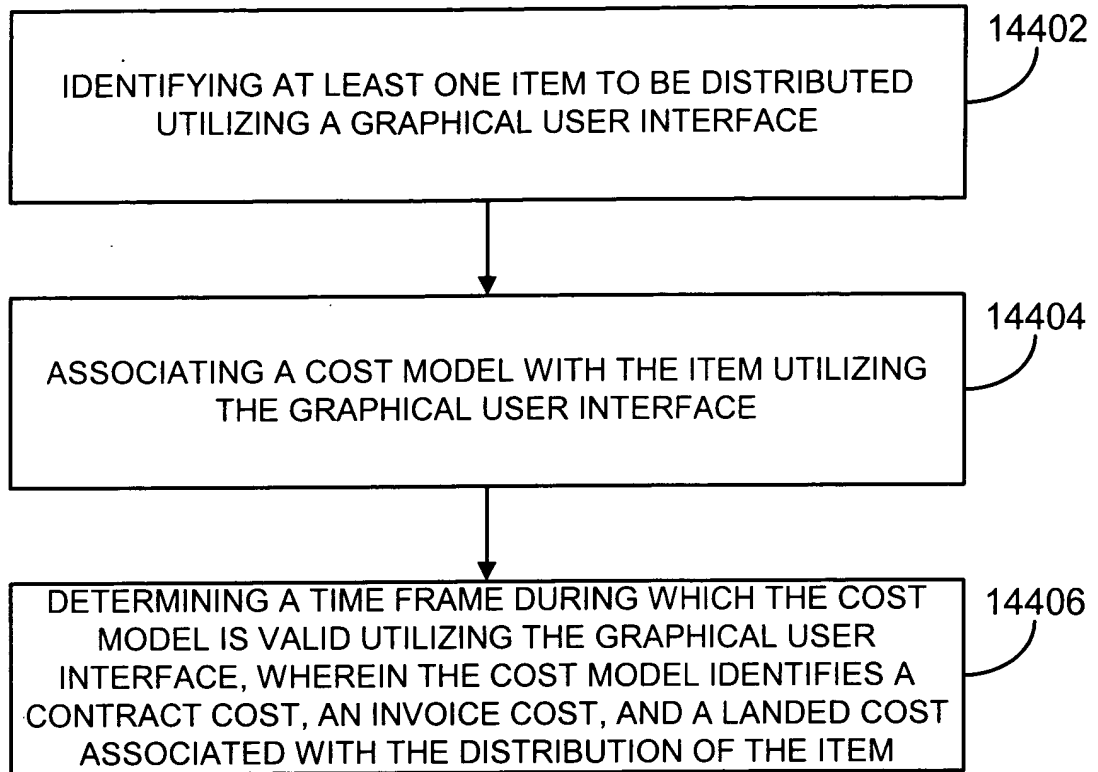
FIG. 141

14300

<u>C</u> ost	▶	<u>E</u> dit / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix) ...	F5
<u>V</u> endor Rating	▶		
Contact Management	▶	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID:	673 - TYSON FOODS		
Initial Buyer Name:	Jamie Hersh	Current Buyer Name:	Chris Stainton

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

FIG. 147

14800



FIG. 148

14900

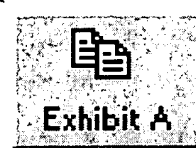


FIG. 149

15000



FIG. 150

FIG. 145

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

- New Items
- Delete Item
- Exhibit A
- Exhibits B
- Exhibits C
- Replacement Exhibit B

FIG. 152

15300

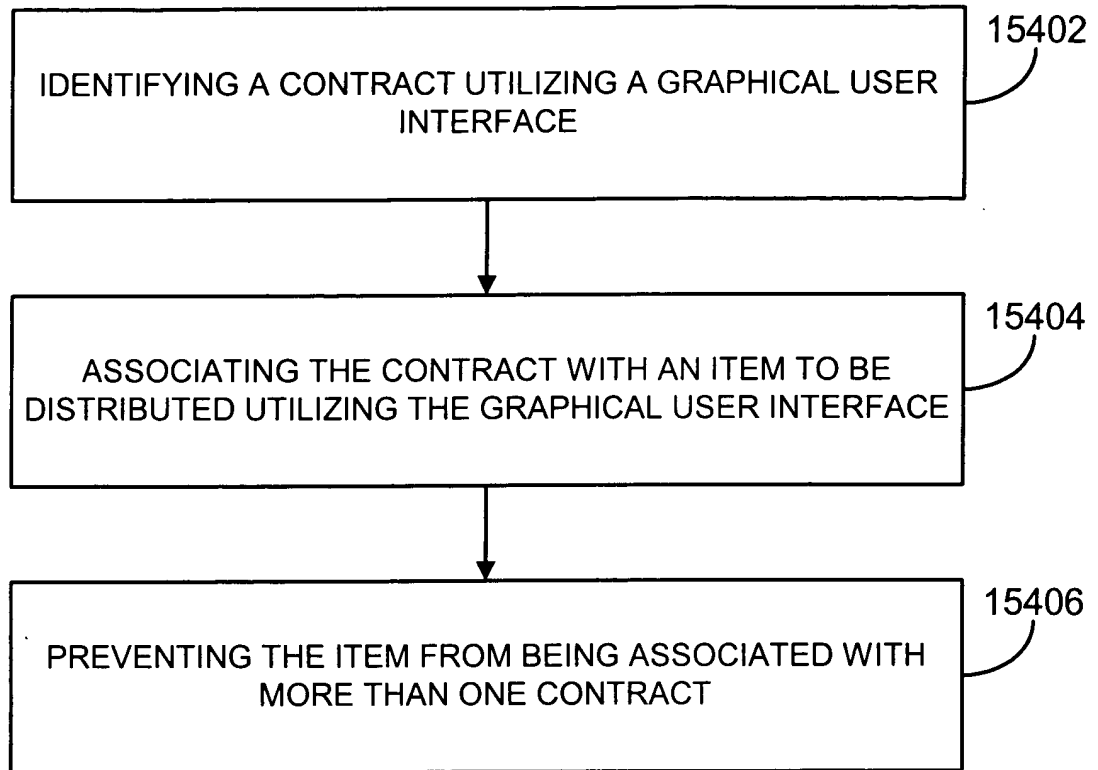
Exhibit C

FIG. 153

FIG. 151



15400



**FIG. 154**

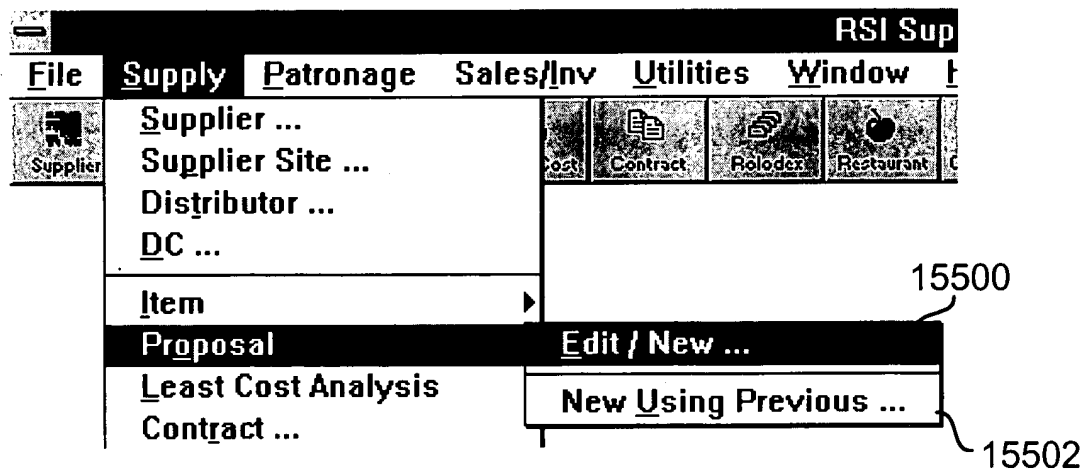


FIG. 155

15600



Proposal - Foam Hot Cups & Polystyrene Lids								
Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
<b>Proposal Information</b>								
Proposal ID: 1021			Proposal Due Date: 06/12/97					
Proposal Name: Foam Hot Cups & Polystyrene Lids			Contract Begin Date: 07/01/97					
Buyer Name: Dennis Clabby			Contract End Date: 06/30/98					
<b>Actions</b>								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						

FIG. 156

FOE220-6865T860

15700



FIG. 157

FOEEO-68657860

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

2 Rows Selected

Item Description
CLIP-HOT

> >> << <

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

FIG. 158

15800

**Proposal - Foam Hot Cups & Polystyrene Lids**

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description		Item Description
CUP-HOT 12 OZ (PAPER) DRY	15902	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER) DRY	>	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER) DRY	>>	CUP-HOT 8 OZ (DRY)
	<<	LID-HOT 12/16 OZ (DRY)
	<	LID-HOT 8 OZ (DRY)

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.28	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

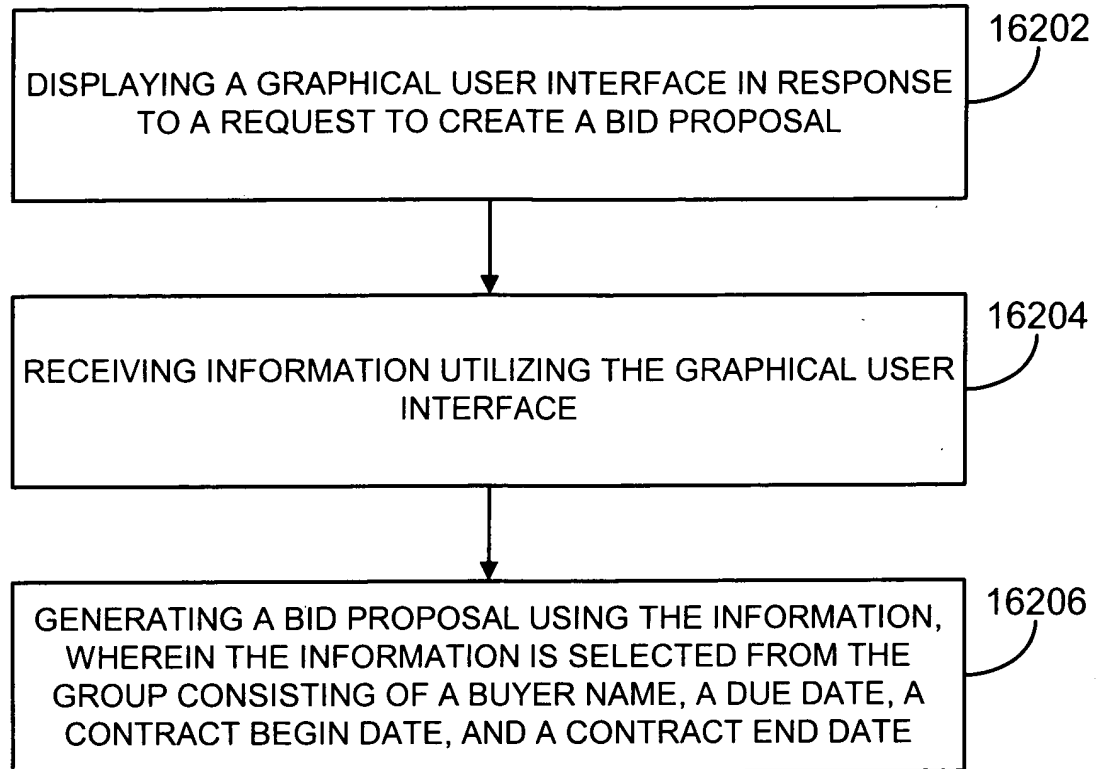
  

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQUE	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

T02220" 695T960

16200



**FIG. 162**

16300



FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		<b>Y</b>
<b>General Terms and Conditions</b>		?	<b>N</b>
<b>Usage Estimates</b>	?		<b>N</b>
<b>Supplier Facility Worksheets</b>	?		<b>N</b>
<b>Item Information Worksheets</b>	?		<b>N</b>
<b>Sample Supply Agreement</b>		?	<b>N</b>
<b>BK Specification Request</b>		?	<b>N</b>
<b>FOB Price Component</b>		?	<b>Y</b>
<b>Truckload Freight Worksheet</b>	?		<b>N</b>
<b>LTL Freight Worksheet</b>	?		<b>N</b>

FIG. 164



16500

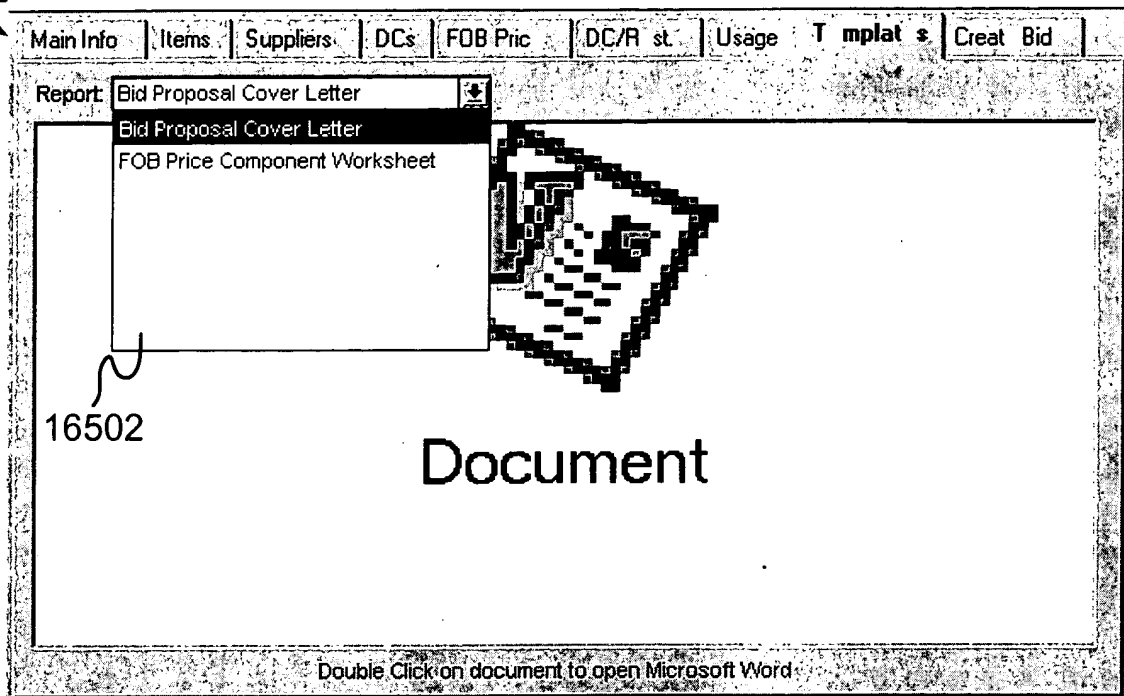


FIG. 165

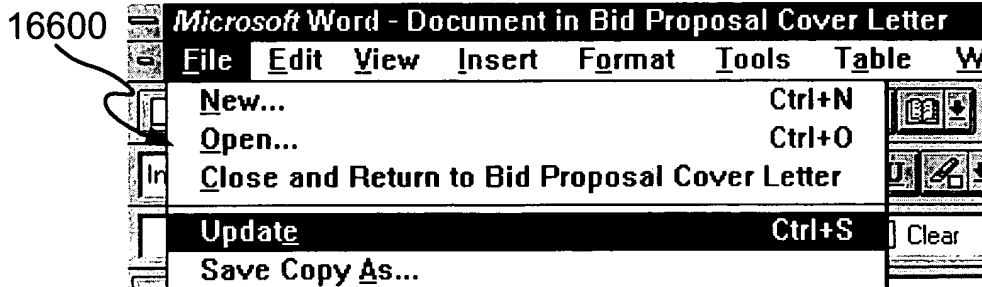


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usag | Templates | Cr at Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	
Sample Supply Agreement <input checked="" type="checkbox"/>	
BK Specification Request <input checked="" type="checkbox"/>	

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

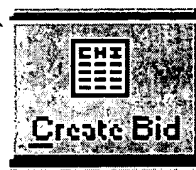


FIG. 168

16900

Report: Item Information Worksheet

7/2/97

Supplier: (all)

Restaurant Services, Inc.

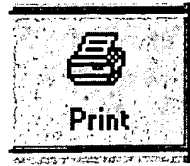
Item Information Worksheet

ATTY

DS

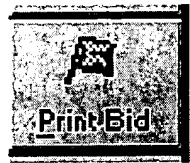
FIG. 169

17000



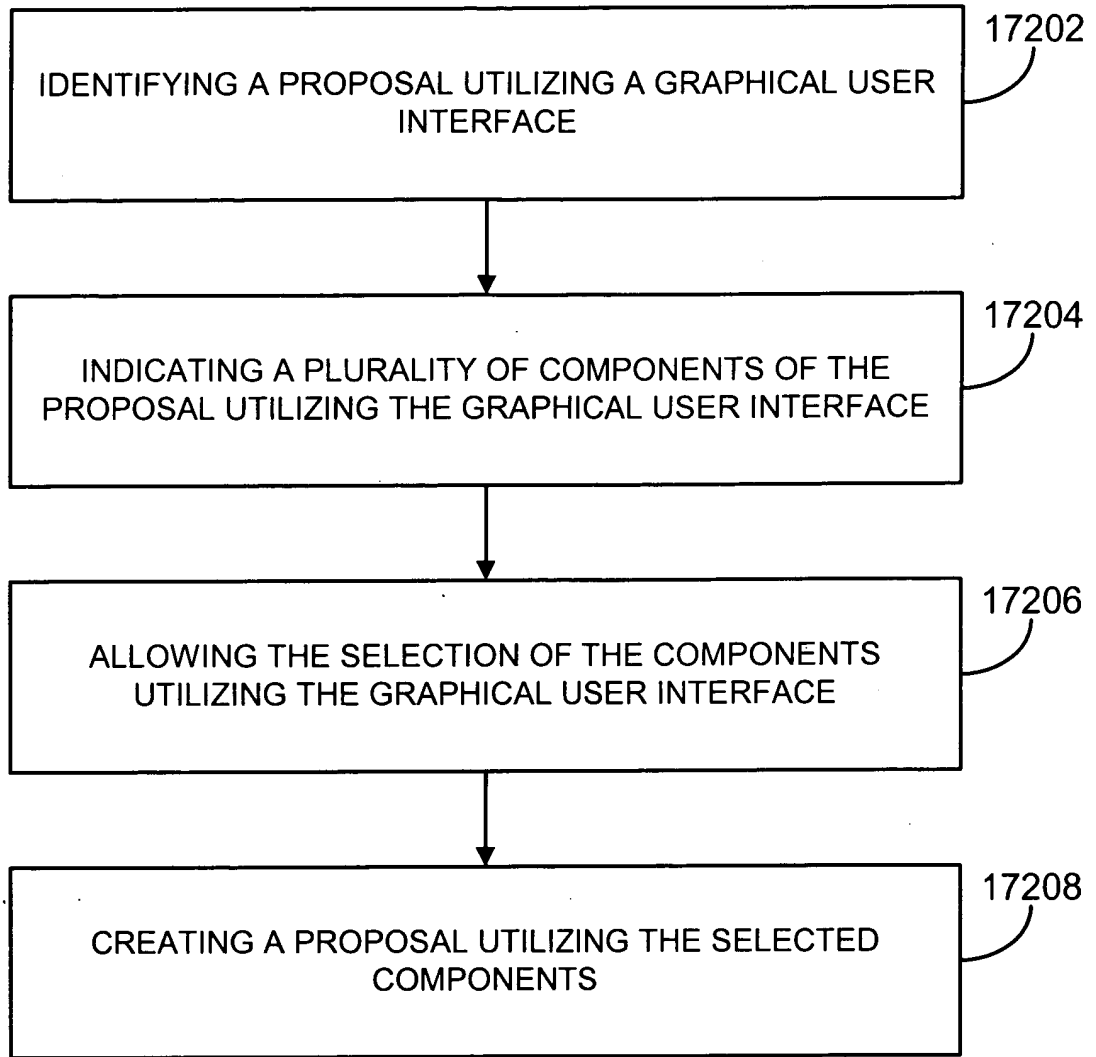
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

102220" 0865T860

17300



FIG. 173

17400

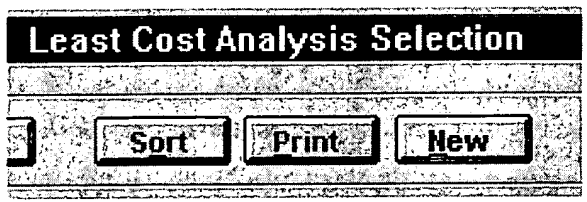


FIG. 174

17500

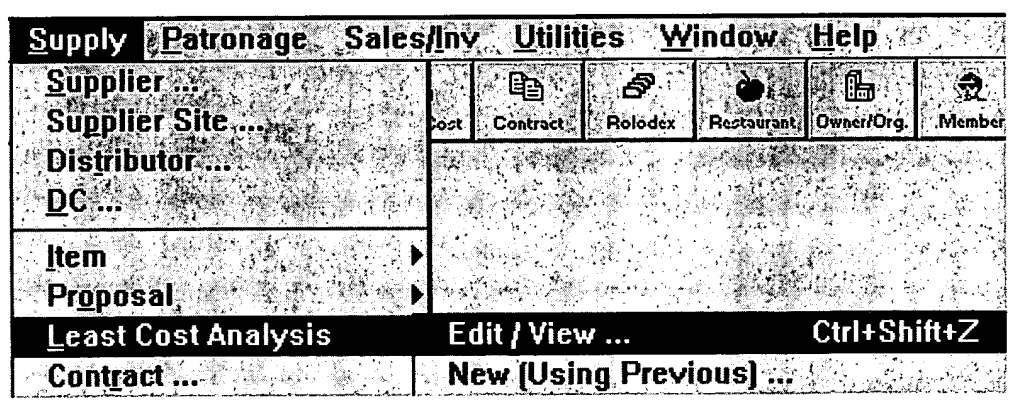



FIG. 175

<b>Bid Proposal Name:</b>	(None)	
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

17600



**FIG. 176**

FOEED 665T360

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

FIG. 177

<b>Analysis Name:</b>	Hash Brown Actual
<b>Analysis ID:</b>	1036
<b>Buyer:</b>	Dennis Clabby
<b>Period of Agreement:</b>	10/1/97 THRU 9/30/98
<b>Unit Of Measure:</b>	CASE(S)

**FIG. 178**

Version ( 1 ) of ( 9 )		Base version	
What is the max # of FOB points to allocate to each DC ?	One FOB		
What is pricing method for this version ?	FOB + Freight		
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000		
Override RDC Truckload Validation?	No		
Solution Strategy:	Standard	Last Revision:	9/15/97 1:04 PM

**FIG. 179**



18000

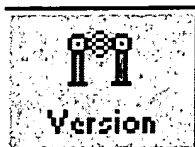


FIG. 180

18100

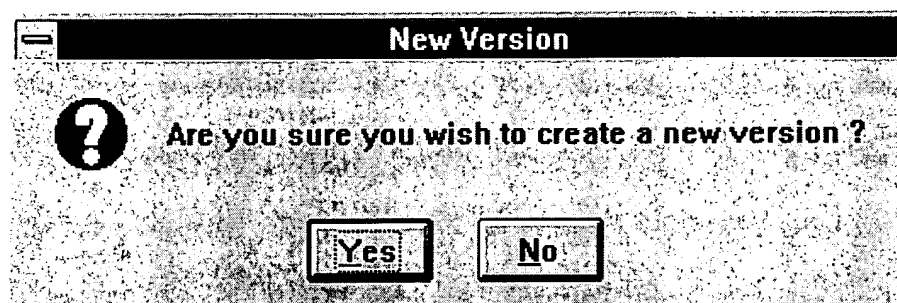
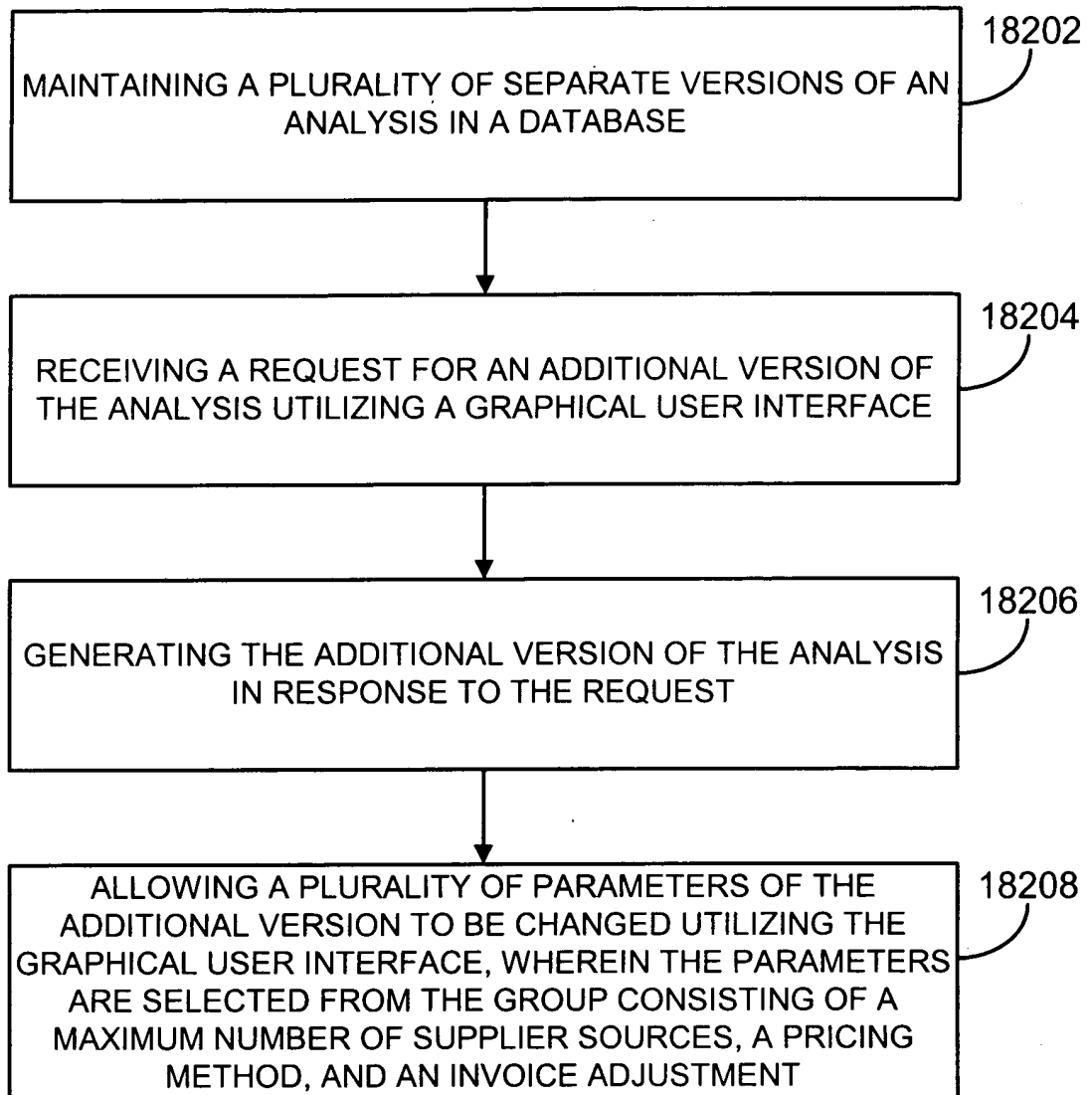


FIG. 181

18200



**FIG. 182**

FIG. 183

18300

Search Query Reset

Query Values

7 Rows Selected

Supplier FOB
DOP

>

>>

Supplier FOB
DOPACO-DOWNINGTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, ILL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400



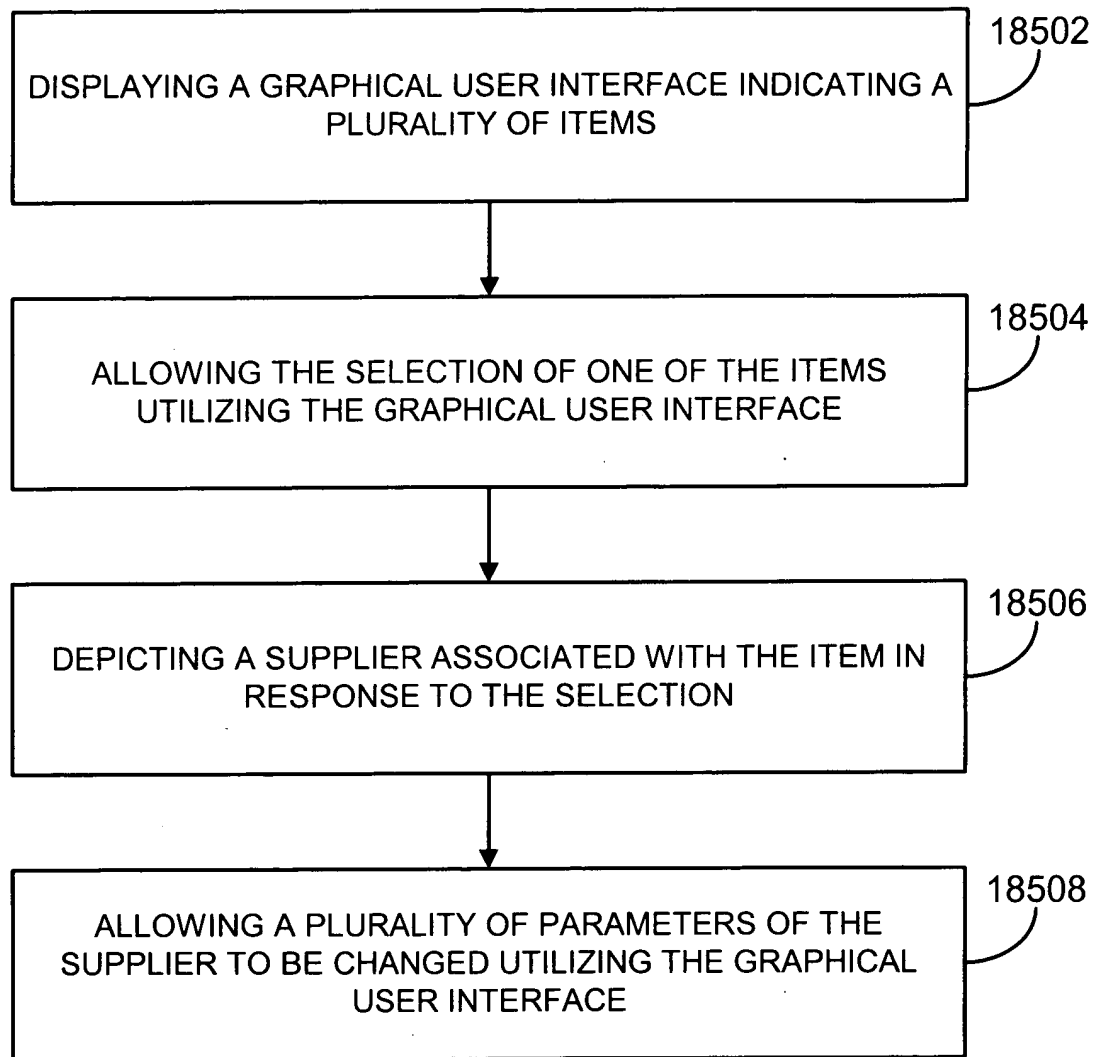
Item Description	Conv. Factor
FRIES COATED (FRZN)	36

18402

FIG. 184

FILED 68637860

18500




**FIG. 185**

[illegible]

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:	<input type="text"/> <input type="text"/> 	Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M	INCH(S)	Net Weight:	27.28 POUND(S)

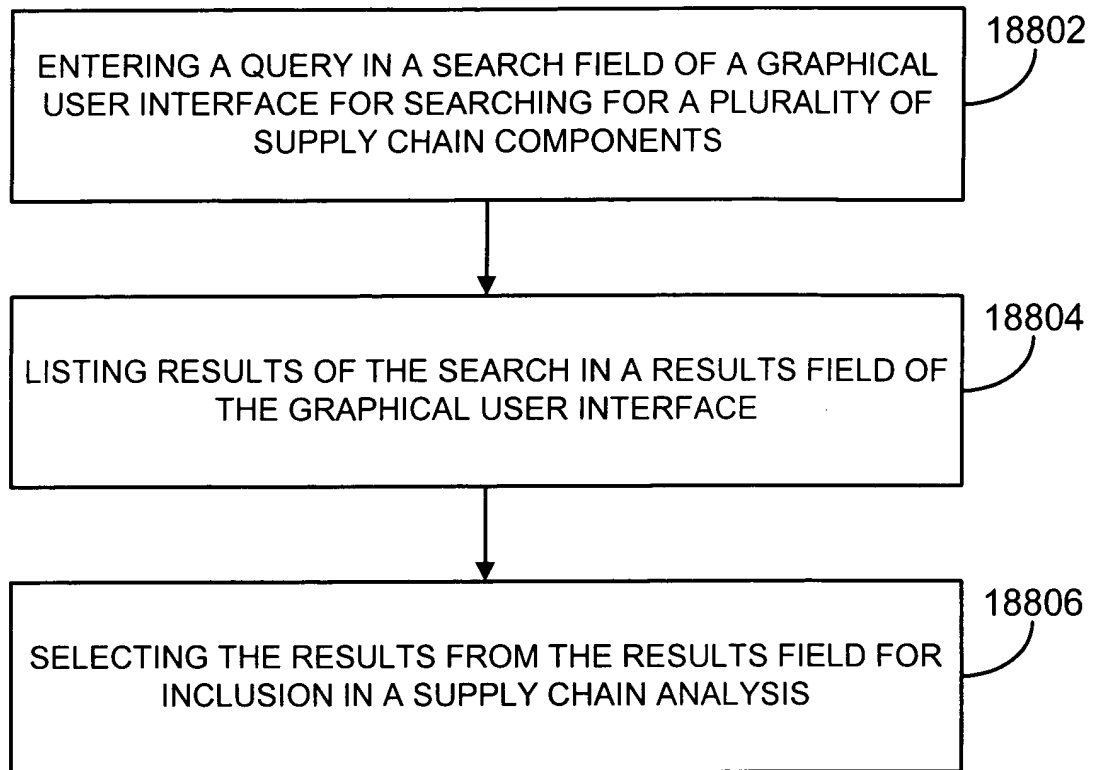
**FIG. 186**

18700



**FIG. 187**

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC. PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD. PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD. PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC. OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

FOODS, INC. 05051960



19100

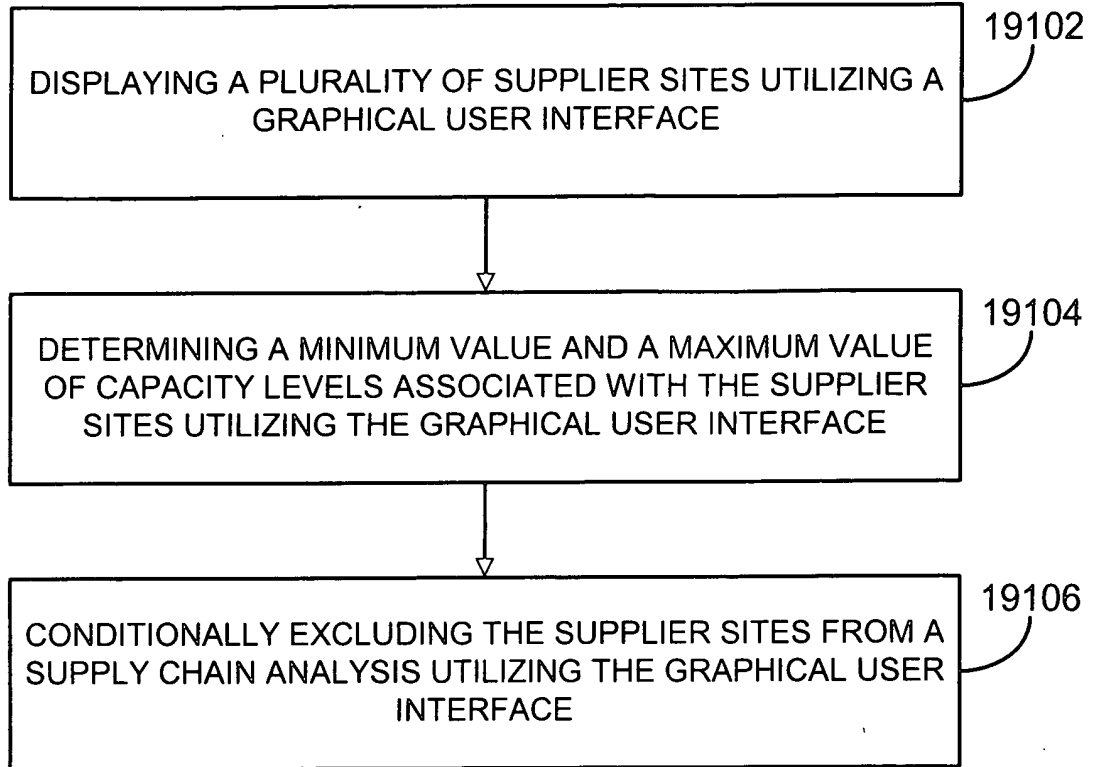


FIG. 191

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSE FOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

19300

Supplier	#	Volume		
SSI FOOD SERVICES	0			
TEXAS AMERICAN FOOD SERVICE	0			
WHITEFORD FOODS	0			

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume		
VENTURA FOODS	0			
VENTURA FOODS	1	100,000		

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

FOODS-CHAMBERSBURG, PA

19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC-PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

FOE220-0505T303

19600

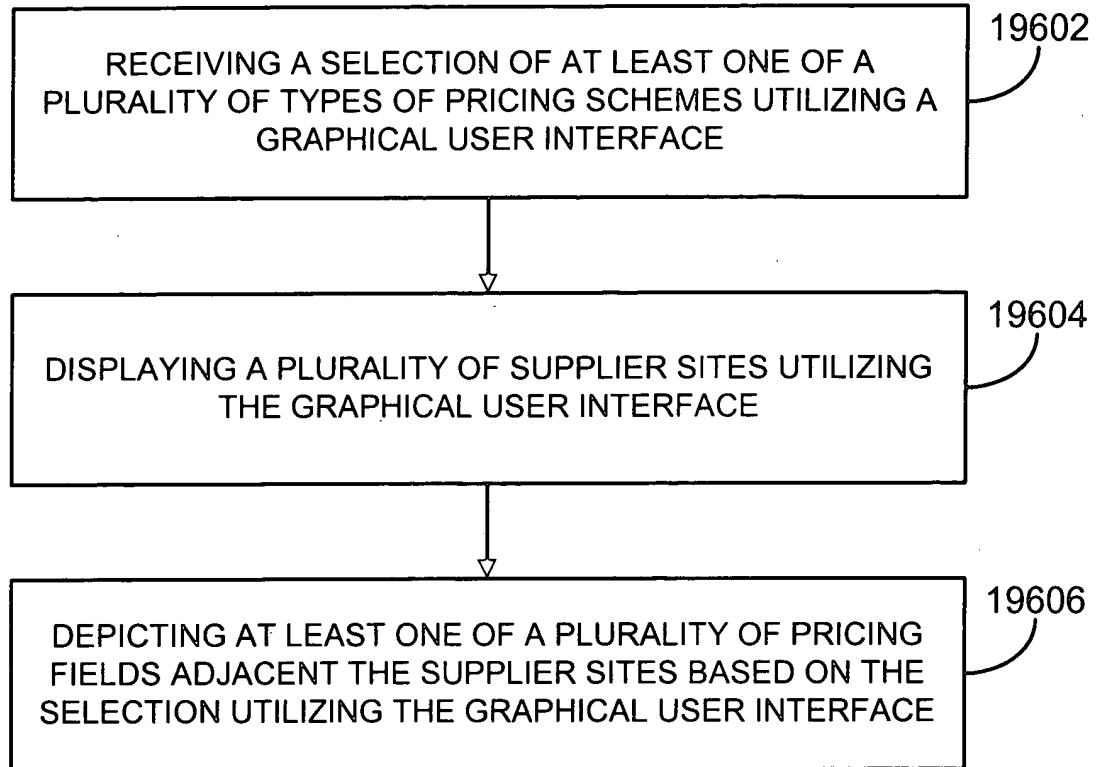


FIG. 196

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

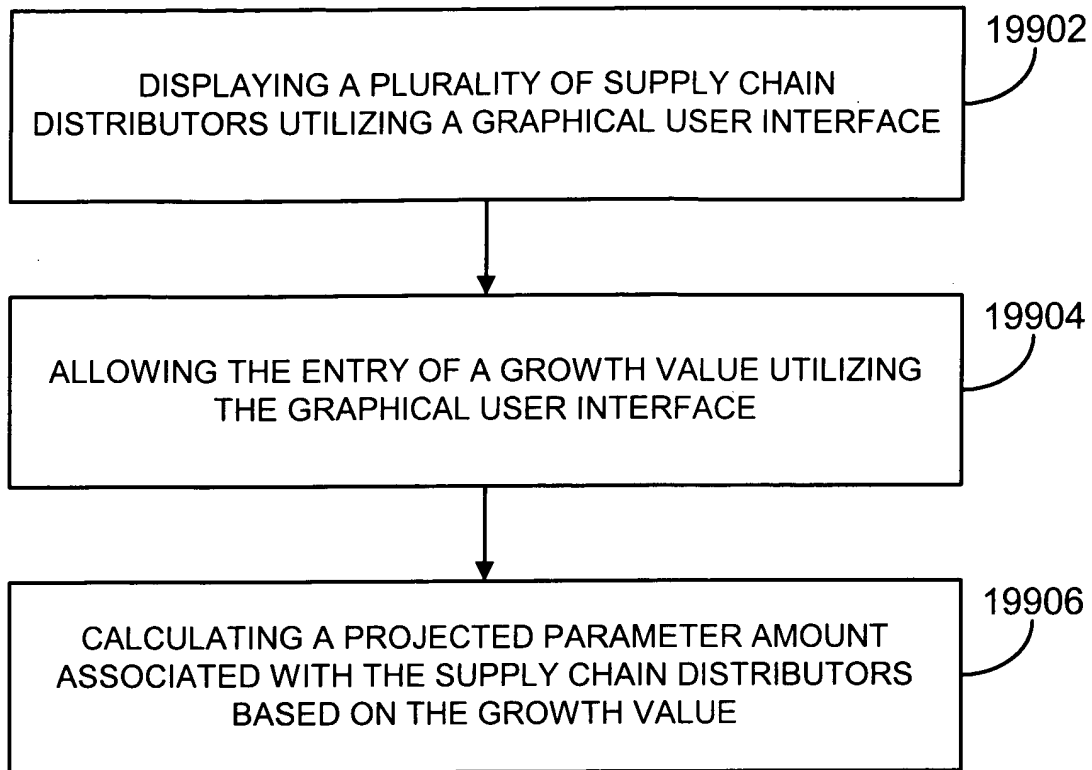
19800

Item	Item Growth %	Usage Period
CHICKEN-PATTY	.00%	

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC -AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction			Honor TL Rate
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>

FIG. 200

20002

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC -AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded
AMERISERVE\POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded

FIG. 201

20200


Invalid Selection	
	AMERISERVE\POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.
<input type="button" value="OK"/>	

FIG. 202



20300

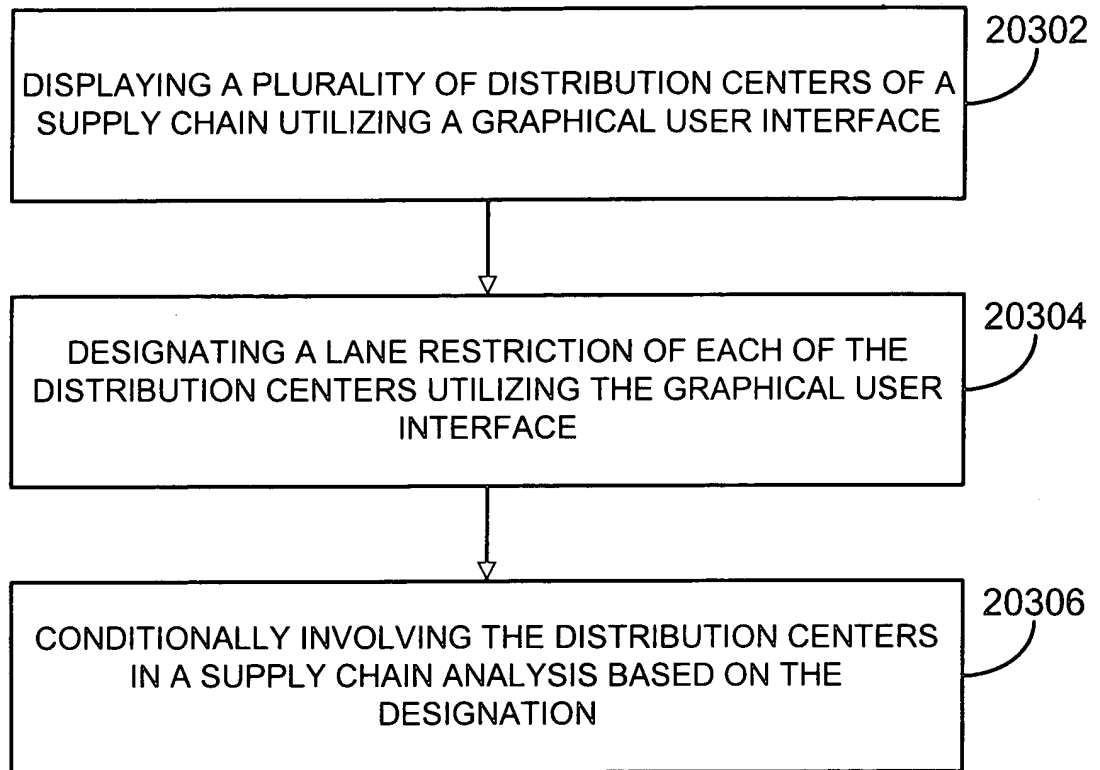


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR		Fort Smith	AR 72904
TYSON FOODS-GREEN FORREST AR		Green Forest	AR 72638
TYSON FOODS-RUSSELVILLE AR		Russelville	AR 72801

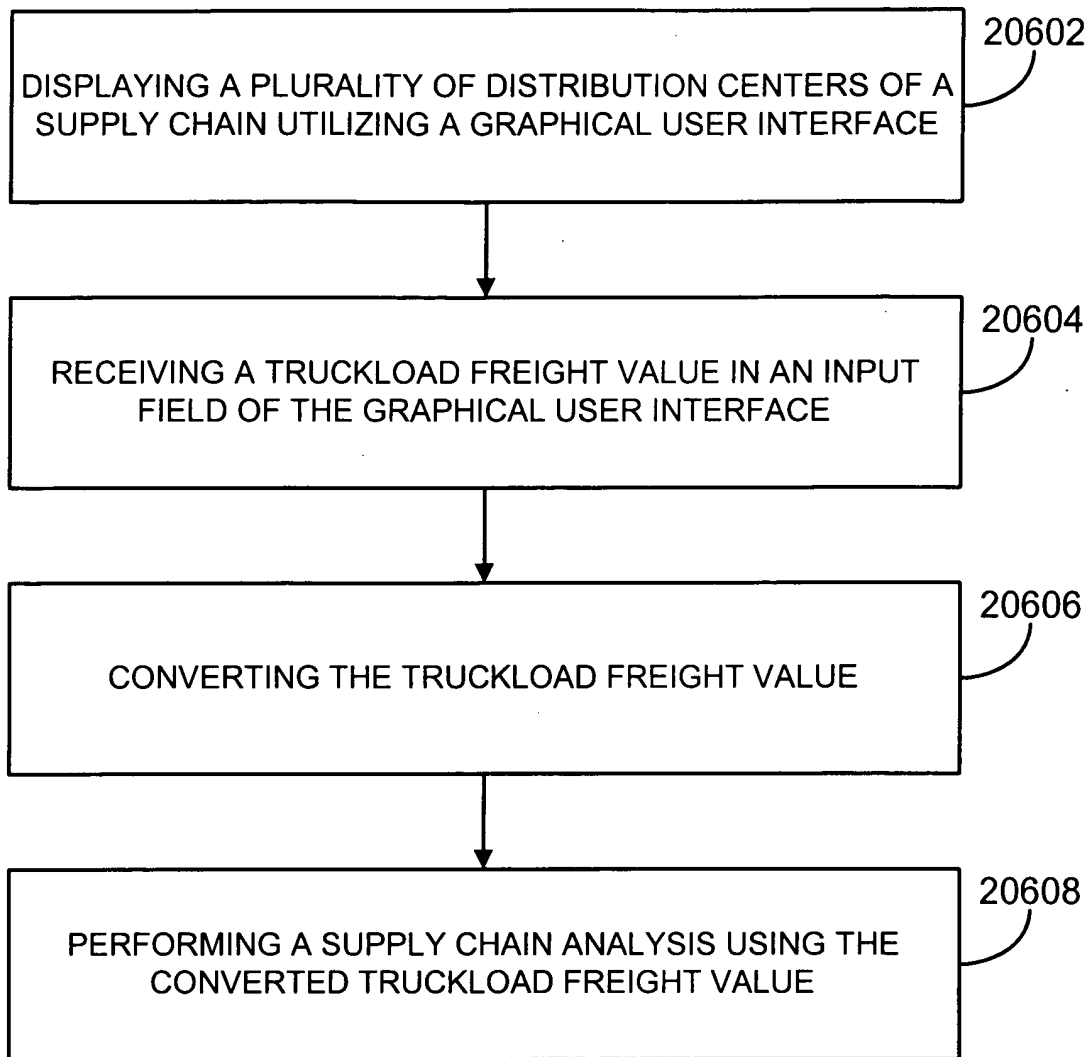
  

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

FOOTNOTES

20600



**FIG. 206**

FIG. 206

FOE220" 0005T860

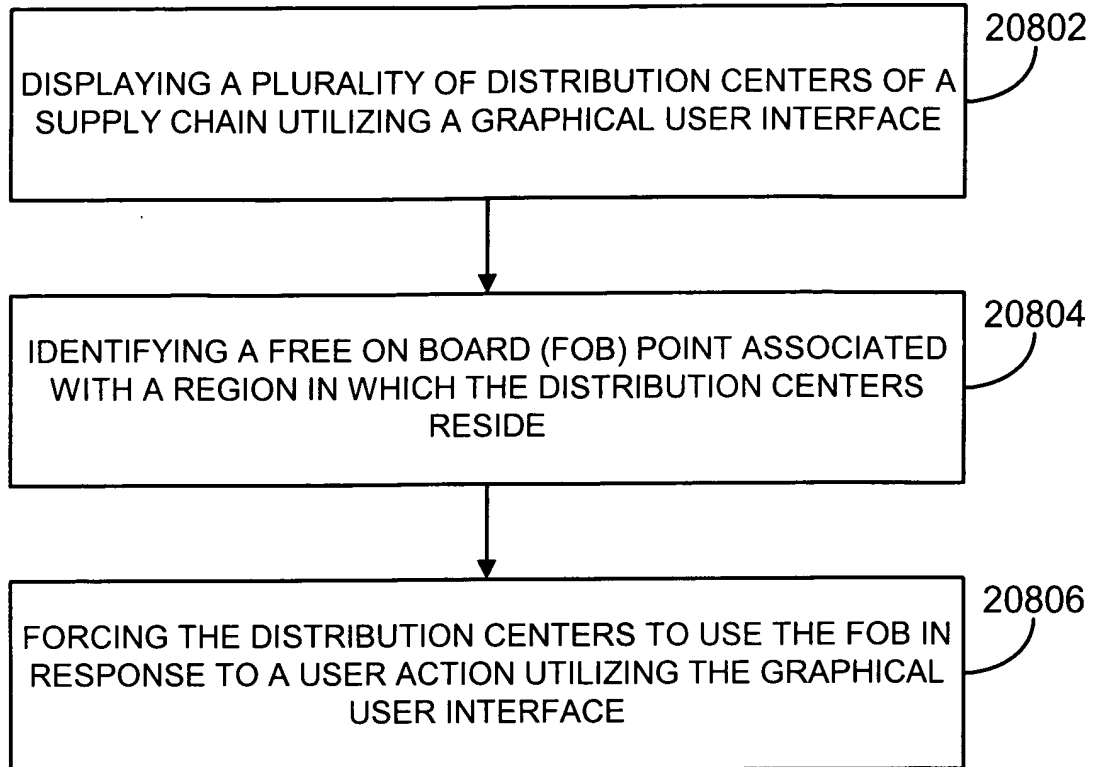
20700



Analysis Region		Force FOB
MCCABE-PORTLAND/NW-ANCHORAGE		<input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name		Site Role
MCCABE QUALITY FOODS-PORTLAND		Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE		Corporate & FOB Point

FIG. 207

20800



**FIG. 208**

20900

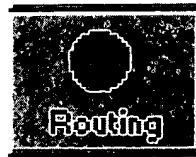


FIG. 209

21000

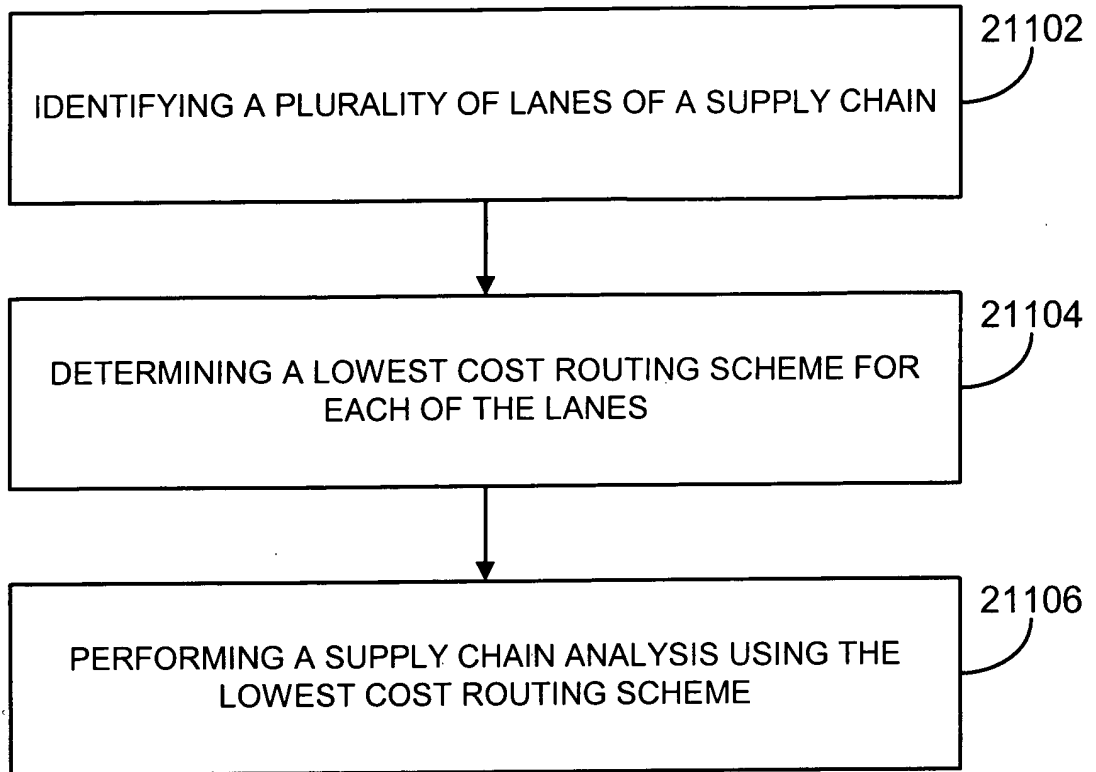
Report Selection	
Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
Report Parameters:	
Supplier:	(All)
Supplier FOB:	(All)
Distribution Center:	(All)
Version:	Base Version

Freight Information Provided
LTL Routing Grid By Lane
Routing Results By Lane
Routing Results By Lane, Item
Routing Results w/ RDC Breakout By Lane
Routing Results w/ RDC Breakout By Lane, Item
TL Freight Variance Analysis

FIG. 210

FILED - OCT 30 2009

21100



**FIG. 211**

21200

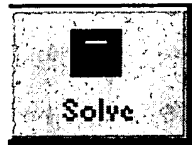


FIG. 212

21300

21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213



21400

Awarded Volume by Item - Detail  
 Awarded Volume by Item - Detail  
 Awarded Volume by Item - Freight  
 Awarded Volume by Item - Summary  
 Competing DC Freight Analysis by Item  
 Lane Assignment Matrix  
 Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)  
 Invoice FOB Detail Comparison (with conversion)  
 Invoice FOB Savings Comparison (no conversion)  
 Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

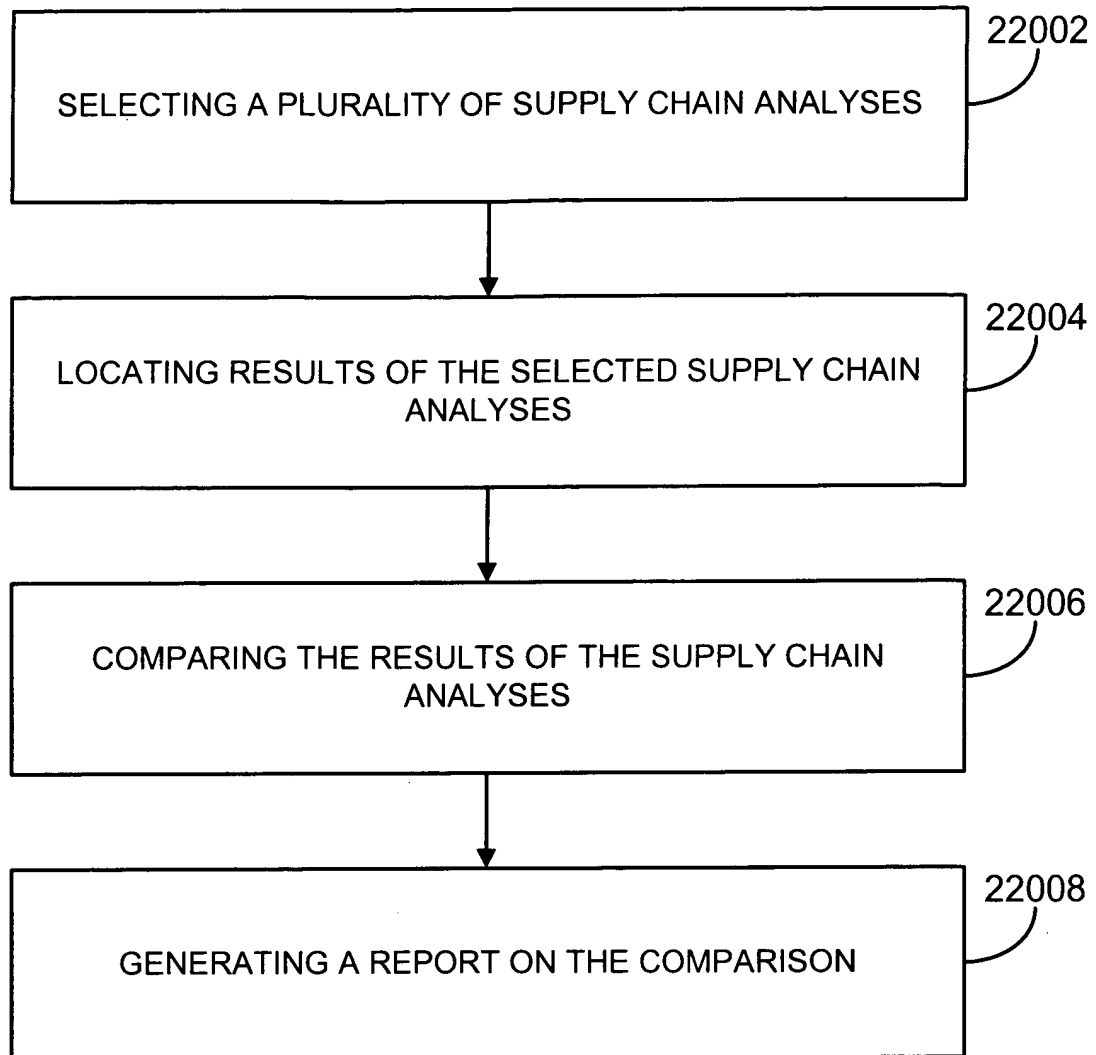
FIG. 218

21900



FIG. 219

22000



**FIG. 220**

22100

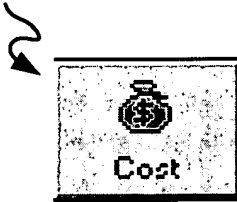


FIG. 221

22200

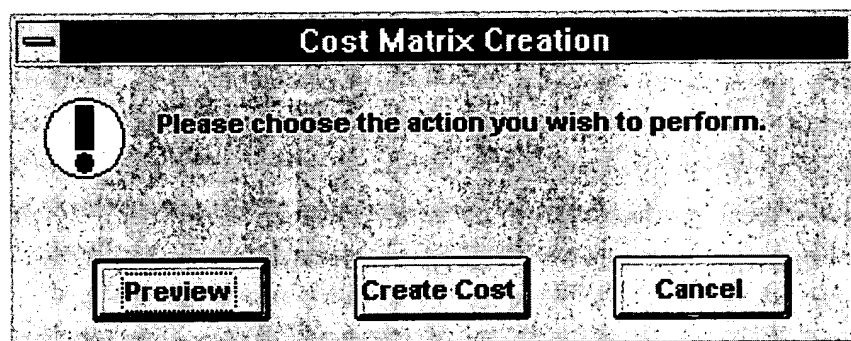


FIG. 222

FIG. 223

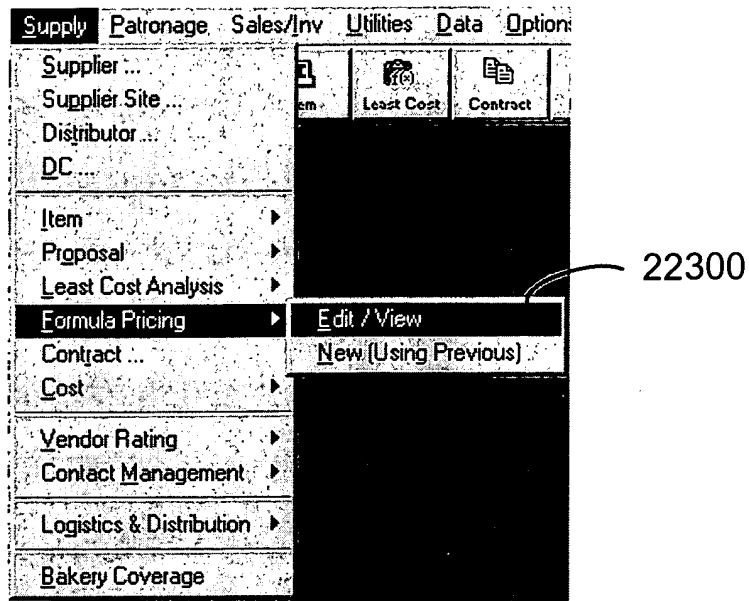


FIG. 223

22400

A screenshot of a software window titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The window has a tabbed interface with tabs for 'General Info', 'Pricing', 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'Pricing' tab is active. The form contains the following fields and values:

- Pricing ID: 12
- Description: Beef Pricing 04/06/01
- Item: BEEF - 77%
- Raw Material Pricing Date: 04/06/01
- From: 03/23/01
- To: 04/03/01
- Cost Matrix Begin Date: 03/15/01
- End Date: 03/28/01
- FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98												
General Info Pricing Freight Formulas Block Cost Adjustments												
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Tstr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

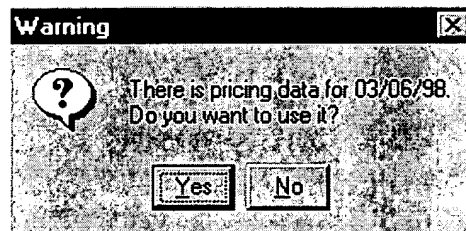


FIG. 226

22700

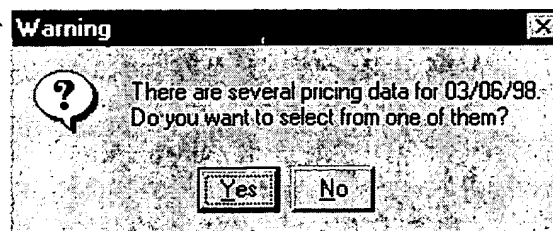


FIG. 227

22800

**Formula Pricing Selection**

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info Pricing Freight Formulas Block Cost Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																	
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments							
Formula	FD58TR		FD65TR		FD73TC		FD80LC		FD85LM		FD90LC		IMAU99		LFTB		Total
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9840
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
TEX-1	0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WHI-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0988	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info		Pricing	Freight	Formulas	Block Cost	Adjustments
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231



23200

Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

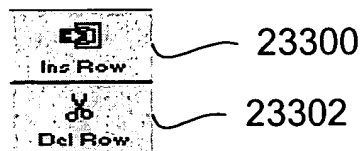


FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235

Supply Patronage Sales/Inv. Utilities Window Help	
Supplier	Least Cost Contract
Supplier Site	
Distributor	
DC	
Item	
Proposal	
Least Cost Analysis	
Formula Pricing	Edit / View
Contract	New (Using Previous)
Cost	Formula Maintenance
Vendor Rating	
Contact Management	
Logistics & Distribution	
Bakery Coverage	

23600

FIG. 236

00015999.03201